



The
CHEMIST AND DRUGGIST

Established 1859

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NOVEMBER 17, 1934

Annual Subscription (with
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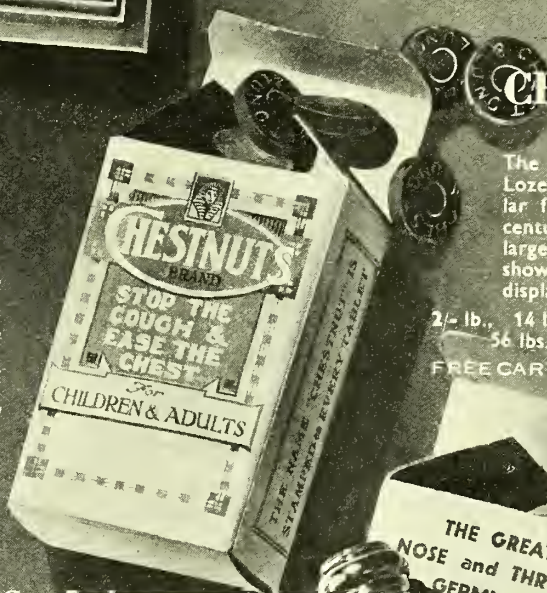
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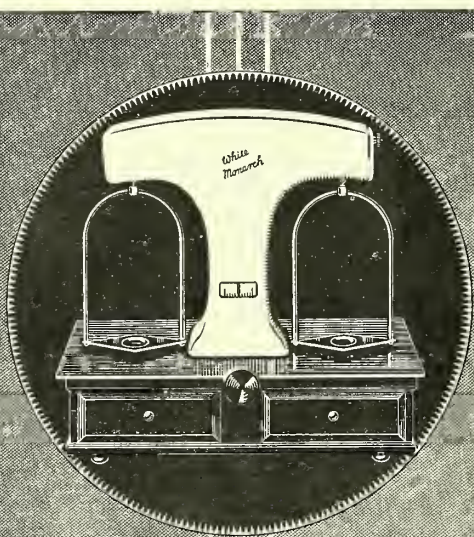
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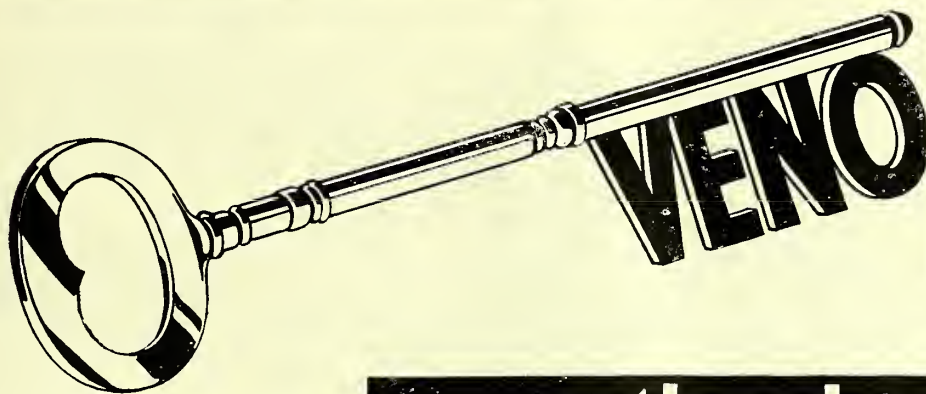
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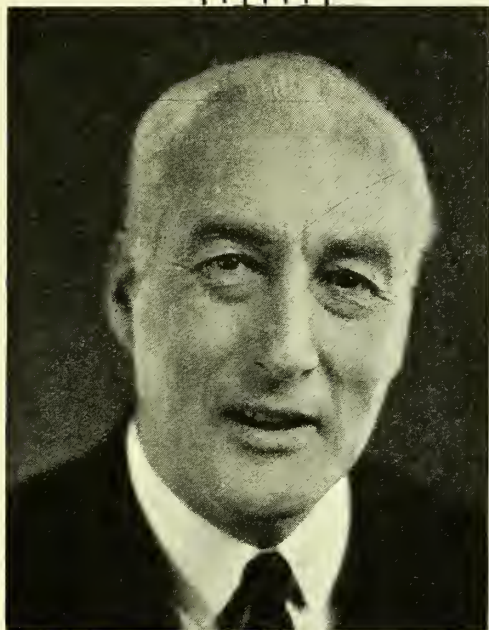
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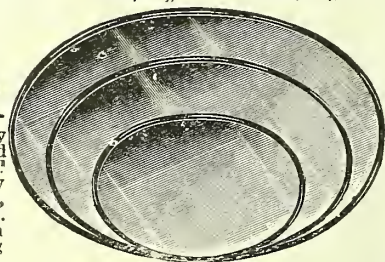
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Ref. No. OK 256
First Quality Clear Glass and Black Opal Glass, Display Ovals, $\frac{1}{4}$ " thick, polished edges. Stocked in the following sizes:—

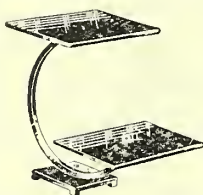
Ref. No. H 3249 Round Section Metal Display Pedestals, fitted with Rubber Studs at Top and Bottom. Stocked in the following sizes:—

| Height | Brown Bronze Finish | Chromium Plate Finish |
|--------|---------------------|-----------------------|
| 9 in. | $\frac{1}{3}$ each | $\frac{2}{6}$ each |
| 12 in. | $\frac{1}{6}$ " | $\frac{3}{-}$ " |
| 15 in. | $\frac{1}{9}$ " | $\frac{3}{9}$ " |
| 18 in. | $\frac{2}{3}$ " | $\frac{4}{6}$ " |
| 21 in. | $\frac{2}{9}$ " | $\frac{5}{3}$ " |
| 24 in. | $\frac{3}{3}$ " | $\frac{6}{-}$ " |
| 30 in. | $\frac{3}{9}$ " | $\frac{7}{6}$ " |

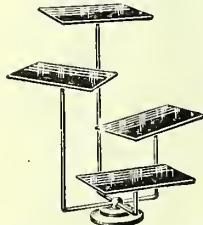


| Size | Clear Glass | Black Opal Glass |
|-----------|--------------------|--------------------|
| 9" x 5" | $\frac{1}{4}$ each | $\frac{1}{5}$ each |
| 10" x 7" | $\frac{1}{5}$ " | $\frac{1}{6}$ " |
| 12" x 9" | $\frac{1}{6}$ " | $\frac{1}{9}$ " |
| 14" x 10" | $\frac{2}{2}$ " | $\frac{2}{8}$ " |
| 16" x 9" | $\frac{2}{6}$ " | $\frac{3}{-}$ " |
| 18" x 12" | $\frac{3}{6}$ " | $\frac{4}{3}$ " |
| 20" x 15" | $\frac{4}{-}$ " | $\frac{5}{3}$ " |
| 24" x 18" | $\frac{5}{3}$ " | $\frac{7}{3}$ " |

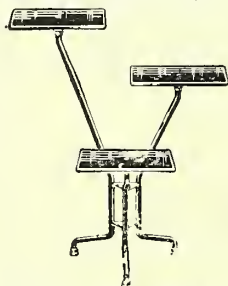
We will be pleased to forward our complete catalogue of Pharmacy Fittings No. 1013. Post Free on Application.



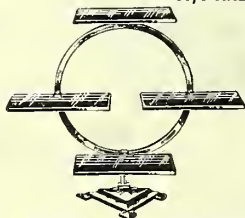
No. H 3278. Square Section Metal Display Stand, fitted with two Black Opal Glass Shelves, 10" x 6". Mounted on a square base. Height overall, 12". Brown Bronze Finish $\frac{11}{3}$ each Chromium Plate Finish $\frac{13}{6}$ "



No. H 3277. Round Section Metal Display Stand, fitted with four Black Opal Glass Shelves, 10" x 6". Mounted on a Double Circle Base. Height overall, 21". Brown Bronze Finish, $\frac{14}{3}$ each Chromium Plate Finish, $\frac{17}{3}$ each



Ref. No. H 3275. Square Section Metal Display Stand, fitted with three Black Opal Glass Shelves, 7" x 5". Height overall, 19". Brown Bronze Finish $\frac{11}{3}$ each Chromium Plate Finish $\frac{13}{6}$ "



No. H 3472. Square Section Metal Display Stand, fitted with four Black Opal Glass Shelves, 9" x 5". Height overall, 24". Chromium Plate Finish, $\frac{30}{-}$ each

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Once a man has used Anzora he'll never use another hair cream. You've won his custom because he is satisfied with what you've sold him. And twenty-five years of advertising has placed Anzora far ahead of any competition. For there is an Anzora line to suit every head—dry, greasy or "glossy." Get your fair share of the millions of users of Anzora by displaying it prominently. Remember—there is $33\frac{1}{3}\%$ profit on every quick sale.

The only
Gold Medal Hair Cream

ANZORA WAVE- SETTING LOTION FOR LADIES

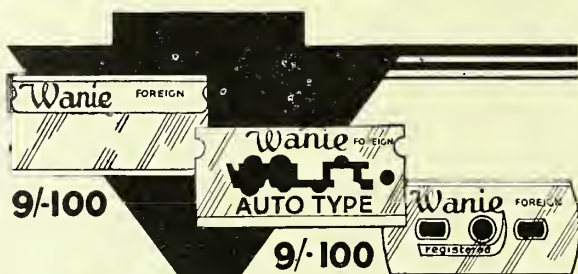
A new Anzora line that is going to mean more profit to you. Beautifully perfumed and selling at the popular prices of 6d. and 1/3. Get fully stocked to meet the demand. Trade terms 4/- and 11/- per doz.

ANZORA
MASTERS THE HAIR

TRADE TERMS:

Cream and Viola
8/- doz. Retail at 12/-
12/- " " " 18/-
20/- " " " 30/-
Brilliantine 8/- doz.
Retail at 12/-

ANZORA PERFUMERY CO., LTD., LONDON, N.W.6



WANIE

8/- GROSS

The Blade for Every Razor!

Send for Samples to Dept. C.D.

**LONDON & PROVINCIAL
FACTORS, LTD.**

146 THEOBALDS ROAD, W.C.1
and at
16 WITTHY GROVE, MANCHESTER

Enquiries from Irish Free State invited
Wholesalers are invited to apply for Trade Terms

3/6
GROSS

**BRITISH
BLADES**

HAND
HONED

TIM

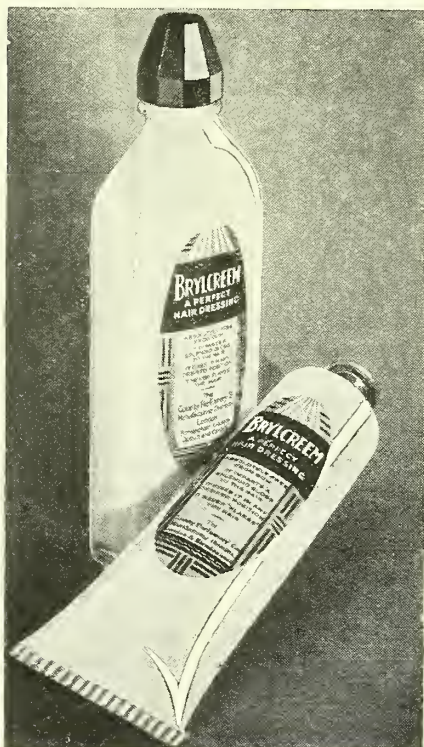


That's the backing I want—daily in "The RADIO TIMES"

The traveller may be sincere. Perhaps it *is* a good line, but business is business. You must have a guarantee of a steady demand—and advertising in "The Radio Times" is the nearest approach to that guarantee. Ten years ago it might have been a different story. But to-day, with nearly every line packed and branded, shelf space and window space are vital. If it is advertised in "The Radio Times" you know the manufacturer means business. You know it will be represented in one-fifth of the homes of Great Britain hourly, daily, weekly. That is not only a unique feature of "Radio Times" advertising, but a vital necessity in these modern, highly competitive days.



It is just as important to have advance information about pleasure programmes as business programmes. You read "The Radio Times" yourself, of course?



To Display is to Sell

- Brylcreem is a big seller yielding big profits.
- Brylcreem prices are P.A.T.A. protected.
- Brylcreem is advertised more extensively than any other Hair Cream.

You are sure of profitable displays with

BRYLCREEM

The Perfect Hair Dressing

THE COUNTY PERFUMERY CO. NORTH CIRCULAR ROAD. LONDON. N.W.10.



A Face Cloth that will bring both profit and satisfaction

Here is a face cloth worth selling—well made—well packed AND RAVEL PROOF. There may be cheaper face cloths on the market but it will pay you to sell the best—they add to your profit and increase goodwill.

Daintily embroidered in a variety of pleasing colours—packed in a most appealing manner—an outer display on your counter will mean EXTRA sales for you.

'DAWN' FACE CLOTHS

RAVEL PROOF

Retail at 6d. and 9d. each. They are soft yet very durable and a line which will ensure repeat orders.

WHOLESALE AND EXPORT ONLY

Samples and prices gladly sent on request



105/107 Princess St., MANCHESTER

London Agent: G. H. Bolton, 28 Falcon Sq., Aldersgate St., E.C.1

Christmas Window Posters, Showcards, & Window Decorations

will give that finishing touch to convince the potential buyer that yours are the goods for Christmas presents. Illustrated List, in colours, No. C.D. 1560, showing tickets, posters, window slips, and all decorations applicable to the festive season, free on mention of this journal.

DUDLEY & CO. LTD. 451 HOLLOWAY RD. LONDON, N.7
City Showrooms—65-66 FIVE STREET, E.C.

NOW BRITISH MADE

WAGNER'S DRY BOTTLE CAPS

BEST IN QUALITY & APPEARANCE



Self-Fixing

R. V. WAGNER

33 BROOKE ST., LONDON, E.C.1 Tel. Holborn 5090

NEW!**RUBBER END**

KENT ESTD. 1777 **INTRODUCE** **"MASSAGE"** **SHAVING BRUSH**

(Patent Cosby Applied For)

3 REASONS WHY YOU SHOULD STOCK THIS BRUSH . . .

The best Shaving Brush made because it not only gives the necessary lather, but the rubber massage brush attached to the end of the handle works the soap right into the roots of the beard and gives the user all the advantages of a barber's "rub-in"—the secret of a perfect shave—combined with a refreshing and invigorating massage to the skin.

- It will appeal to every practical man because its two-fold advantages give him without extra cost a cleaner and a better shave.
- Its selling points are so compelling that customers will not wait until they need a new shaving brush but will be induced to purchase a Kent "Massage" Shaver, THEREBY CREATING ENTIRELY NEW SALES, NOT AVAILABLE BY THE PRESENTATION OF ORDINARY BRUSHES.
- You are offering your customer a product of the House of Kent, world renowned since 1777 for quality brushware.

"A RUB-IN MASSAGE GIVES A BARBER'S SHAVE"

Selling Price to Public 5/9, 10/6, 15/9, 21/-
GENEROUS TRADE DISCOUNTS

Attractive showstand supplied as illustrated

Write for further particulars

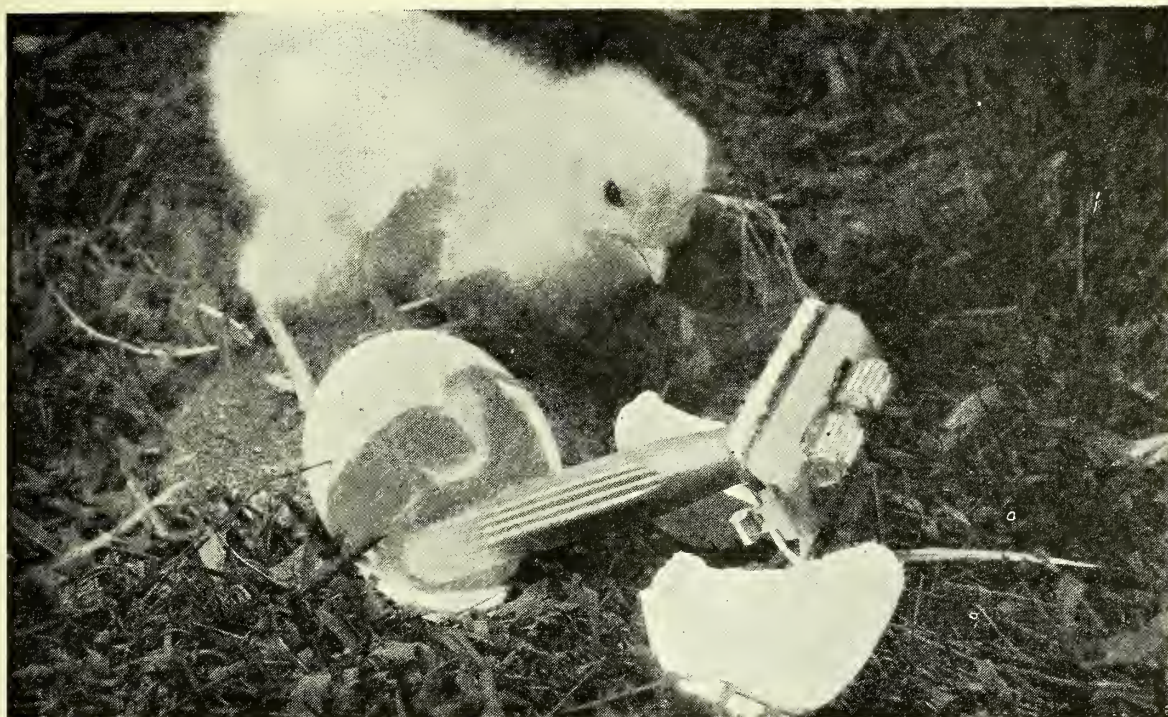
MADE IN ENGLAND BY

G. B. KENT & SONS **LTD.**

**75 FARRINGTON ROAD, LONDON,
 E.C.1**

Telephone: Holborn 5066-7-8 Telegraphic Address: Tricho London.





Hatching out in a week or two!

The **KING DICK**
Perfected

OSCILLATING RAZOR

Patent Nos.: 334786/1930, 407815/1934 Others Pending.

TO manufacture an oscillating razor is a simple mechanical job, but to *perfect* an oscillating razor that gives years of perfect shaving service and leaves the most sensitive skin smooth and comfortable, calls for micrometer-like accuracy in construction and the use of materials of the very highest quality. The King Dick (patented) Oscillating razor, which is an All-British product, is a striking example of the application of these two essentials.

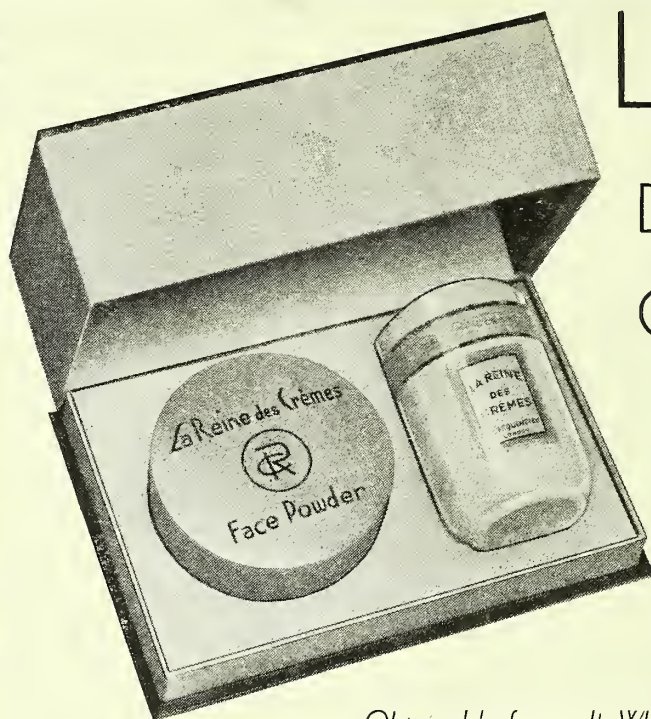
It is a really remarkable razor the rapidly oscillating blade of which always gives a perfectly smooth shave and cannot scrape or irritate the tenderest skin. Built in one piece—no electricity—simplicity itself.

IT'S WELL WORTH WAITING FOR!



DISTRIBUTED THROUGHOUT THE
BRITISH EMPIRE BY

REILLY & MARRIS, LTD.,
SHELL MEX HOUSE,
STRAND, LONDON, W.C.2,
England



LA REINE DES CRÈMES GIFT COFFRET

containing 1 pot No. 2
La Reine des Crèmes, and
1 box La Reine des Crèmes
Face Powder

RETAIL 3s. 9d. 30/- DOZ.

LA REINE FACE POWDER

in the new style of packing now available in 3 sizes retailing at 6d., 1/3, 2/3

Obtainable from all Wholesalers or direct

J. Lesquendieu, Mount Pleasant, Alperton, Middlesex

"GELASIL"

The Perfect Oiled-Silk Substitute

Your customer gets more material. You get more profit.

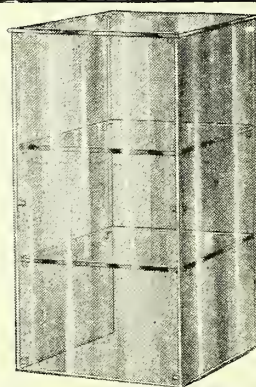
- | | | |
|----|-------------------|-------------------------|
| 1. | 36 ins. × 36 ins. | 1/8d. per Packet Retail |
| 2. | 24 ins. × 24 ins. | 1/- " " " |
| 3. | 20 ins. × 10 ins. | 8d. " " " |

Wholesale prices per box of 12 Packets (all carriage paid)

No. 1, 13/4d. No. 2, 8/- No. 3, 5/4d.
or 24/- per set of 3 boxes—one of each size.

Special quotations for larger quantities.

GELAPHANE LTD., Severn Rd., Gloucester



THE IDEAL CHEMISTS' COUNTER CASE

The Case that prevents pilfering
No. C.D.F. 4479

Frameless Case with chromium plated clips. New 1/4" glass, open at back
30" high × 15" wide × 12" back to front
47/6

Other size stocked

Send for our new Lists
Nos. C.D. 1483 & 1500

DUDLEY & CO., LTD.
451 Holloway Rd., London, N.7

City Showrooms:
65 FORE STREET, E.C.

TAPERED, PYRAMID, DOMED AND FLANGE CORKS

COMPOSITION AND BAKELITE STOPPERS

THE MOST COMPETITIVE MANUFACTURERS IN
THIS COUNTRY

MUNDET CORK PRODUCTS, LTD.
12/18 ABBEY ST., TOWER BRIDGE ROAD, S.E.1

Telegrams:
MUNDETCOMP, BERM, LONDON

Telephone:
HOP 2043-4-5



**SOUTHALLS
SANITARY
TOWELS**

The preference of women for Southall's Sanitary Towels brings steady sales all the year round.

The "ORIGINAL" and most popular.

The "CELTEX" soluble, easily disposed of.

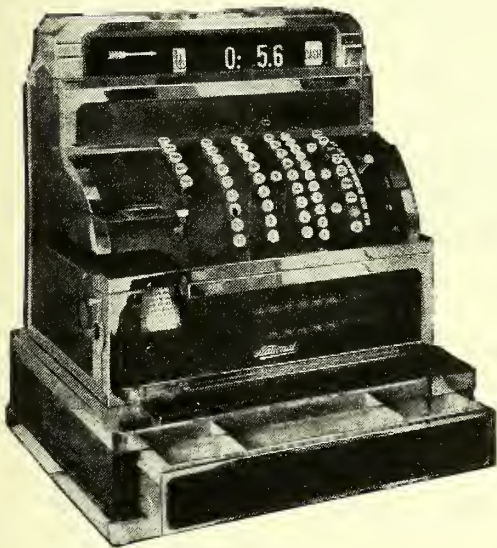
The "K" made entirely of absorbent cotton wool, with very soft cover. The "COMPRESSED" for travelling. A very popular line.

SOUTHALL BROS & BARCLAY LIMITED, BIRMINGHAM

It may be *YOU!*

Unique Distinction and new, up-to-date model FREE for user of oldest National Cash Register

1884-1934



The above illustration shows one of the latest types of "National."

Address coupon to:—

**Managing Director, The National
Cash Register Co., Ltd., 225
Tottenham Court Road, London,
W. 1**

(A halfpenny stamp only is necessary
if you tuck in the flap of the envelope.)

THIS, our Jubilee year, has engendered a wish on our part to locate the oldest National Cash Register in use in the British Isles.

The progressive retailer of to-day needs the most up-to-date model suitable to his business. There are, however, scores of instances where "Nationals" have been in use a great many years and where the businesses have long outgrown the Cash Register system.

After fifty years of steady progress, retailers have invested to date in more than three and a half million National Cash Registers and so we are adopting this method of tracing the one that has seen the greatest service in the British Isles.

Provided this machine is in the possession of the original purchasers or their business successors, we will exchange it without charge for a new, up-to-date "National" of the type most suitable for the business.

If you are a candidate for the distinction and reward of owning the "National" which has been in use longer than any other, we should like to have particulars of your machine.

We therefore invite you to fill in and post the attached Coupon setting out details. Closing date, December 31st, 1934.

*I have set out below details of a National Cash
Register now in use in my business.*

Factory Number of "National".....

Date of purchase from N.C.R. Company.....

Has it been in continuous use?.....

Address at which
it can be seen.....

Signature

C & D

COVERS FOR HOT WATER BOTTLES

WE MANUFACTURE COVERS
IN A WIDE RANGE
OF ATTRACTIVE
QUALITIES AND STYLES

VELOURS, VELVET CORDUROY,
FANCY CHECK, PLAIN AND PRINTED
PLUSH, RIPPLE, ETC.

"SOLPORT'S GOODS ARE GOOD GOODS"
= QUALITY COUNTS =

QUALITY H.14a VELOURS

The Best Velours Cover Made



TO HELP YOUR DISPLAY, WE
ARE SENDING, FREE OF
CHARGE, TWO OF THESE
REGISTERED DEVICES WITH
EVERY DOZEN H.14a COVERS

SOLPORT

BROTHERS LIMITED

184-192 GOSWELL ROAD, LONDON, E.C.1

OBTAINABLE FROM ALL LEADING WHOLESALERS

WILLIAM MATHER, LIMITED

DYER STREET, MANCHESTER.

(Established 1826)



ZINC OXIDE and RUBBER ADHESIVE PLAISTER
ON SPOOLS.

POROUS PLAISTERS. ELASTIC PLAISTER BANDAGES.
ANTISEPTIC PLAISTER DRESSINGS, "CROCUS" CORN
COMFORT, Etc.

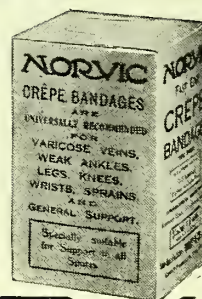
NORVIC

BLUE CARTON CRÊPE BANDAGES

The Blue Carton, prominently
displayed in the window or
on the counter will increase
your crêpe bandage sales
enormously. A.P.A.T.A.
LINE with FULL 33%
PROFIT.

From leading wholesalers.

Sole manufacturers: Groat & Co. Ltd.
35 Wood Street, London, E.C.2.



XMAS WINDOW DISPLAY

OUR NEW CATALOGUE OF WINDOW SHOW-
CARDS, VALANCES, CREPE PAPERS AND ALL
THE LATEST CHRISTMAS DISPLAY NOVELTIES
IS NOW READY. SEND AT ONCE FOR LIST
No. 1530 POST FREE ON APPLICATION.

J. C. KING LTD.

DISPLAY SPECIALISTS

42-60 GOSWELL RD., LONDON, E.C.1

PHONES: CLERKENWELL 2316 (6 LINES).

PHOSFERINE PREPARATIONS!

A NEW LINE!

PHOSFERINE TONIC WINE



A VERY pleasant medicated Wine of highest quality, which contains generous blood enriching, nerve vitalising elements, with the carefully balanced addition of Phosferine, suitably adjusted to the average constitution.

A leading London Analyst writes :

"I find Phosferine Tonic Wine to be made from a sound, full-bodied wine of excellent quality. It is free from acidity and all objectionable secondary products of fermentation. The very pleasant flavour imparted to the Wine by Phosferine improves the 'bouquet,' and provides a most delightful beverage."

Phosferine Tonic Wine is supremely beneficial in promoting splendid recovery after Influenza or other illnesses, as it builds up permanent vitality with the strengthened circulation of new rich blood.

Sells at 3/9 per large bottle. Trade price 32/6 per dozen, less 2½% 14 days.

WINE LICENCE REQUIRED

Orders should be forwarded to the Distributors, L. ROSE & CO., 89, Worship St., E.C.2
PHOSFERINE (ASHTON & PARSONS) LTD., LUDGATE HILL, LONDON, E.C.4

PHARMACEUTICAL

W

HIGHEST

DISPENSING

BOTTLES

CHEMISTS

ROUNDS

FEEDING

BOTTLES

COXHEAT

BOTTLES

EYEBATHS

SPRINKLER

BOTTLES

OPAL AND

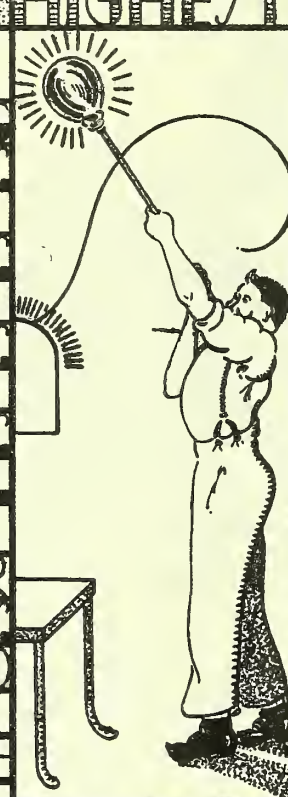
FROSTED

GLASSWARE

QUALITY

GLASSWARE

K. GRAHAM



**DESIGNERS & MANUFACTURERS
OF GLASSWARE • FOR PERFUMES
COSMETICS AND BATH • SALTS**

**WOOD BROS. GLASS CO
LIMITED**

(ESTABLISHED 1848)

BARNSELY . . . ENGLAND

Are You Selling THE NEW LASTEX-THREAD SUPPORTING BANDAGE **LASTONET?**



Absolutely revolutionary. Lastex yarn net-woven for lightness, comfort and strength. Firm, constant support to any shaped limb, with full freedom. Washable. Cool. Hygienic. Supersedes all previous types of elastic binder, crepe bandage, etc. Advertised in the "Daily Mail," etc., and to the medical profession, LASTONET is proving a ready-selling, profitable line. Stock, show and sell. Four sizes: 2½, 3, 3½ and 4 inch.

Sells at 2/9, 3/-, 3/6, 4/-

Sample on request. Use coupon below.

The MEDICAL SUPPLY ASSN. LTD.

167-173 Gray's Inn Road, London, W.C.1

Telephone : Terminus 5432.

Branches : 95 Wigmore Street, W.1 ; Sheffield ; Edinburgh

COUPON

C.D. 1134

Please supply (1)dozensinch Lastonet bandages. (2) Particulars of LASTONET Bandages, and free sample.

Name.....

Address.....

HOT WATER BOTTLES

HANCOCK'S HANDMADE HOT WATER BOTTLES are built for service under the most exacting conditions. Only the strongest fabric and the best quality rubber are used. The seams are specially reinforced and solid stoppers are fitted. There is 120 years' experience behind each bottle. Made in Red or White. Hancock's are also manufacturers of the finest quality Moulded Bottles in varieties of colours plain or marbled.

Write for name of Stockists.

JAMES LYNE HANCOCK LIMITED

THE FIRST RUBBER FACTORY IN THE WORLD
266 GOSWELL ROAD, LONDON, E.C.1

FOUNDED 1820
Phone : Clerkenwell 4410-4412 Grams : Masticator, Barb, London

KUTTEEL

*The Vest Pocket
First-Aid Outfit.*

For Cuts, Wounds and Sores of Every Description.

Instantly Stops Bleeding. Relieves Soreness.

In Screw-capped bottles, complete with brush,

9d. per bottle. Double size 1/3

SELLS AT SIGHT

Price : 6/- per card, containing one dozen neatly cartoned bottles.

**Thornton Pharmaceutical Laboratories
LIMITED**

THORNTON, BLACKPOOL

SHERLEY'S

THE NAME THAT
Stands For
SALES

The name of Sherley's stands pre-eminent for Canine Medicines of purity, safety and efficacy. Sherley's ensure satisfaction for your customers and a handsome profit for you. Keep a good stock of this popular range, comprising

Tonic and Condition Powders, Worm Capsules and Powders, Canker Lotion and Powder, Skincure—Insect Powder, Cough Tablets—Fit Tablets, etc., and the following Foods: Lactol and Lactol Biscuits

They are extensively advertised in the National and Canine Press and their big sale enables you to take advantage of the special extra discounts for £2 parcels and window display. A postcard brings full particulars.

A. F. SHERLEY & Co. Ltd., 18 Marshalsea Road, London, S.E.1.



SHERLEY'S DOG MEDICINES



*Buy direct
from the Makers*

WE ARE ACTUAL MAKERS
OF ALL TYPES OF
CHEMISTS' SIGNS

Illuminated from 65/-
Non-illuminated " 47/6

Let us quote you

SCINTILLATING SIGN SERVICE,
68a COLEBROOK ROW,
ISLINGTON, N.1
Telephone: CLERKENWELL 1310

*English
Filter*

POSTLIP
Papers

SQUARES
CIRCLES
FOLDED
ROLLS

WHITE
GREY
PLAIN
ANTIQUE
EMBOSSED
CRINKLED

SAMPLES
FREE

Postlip Filterings are stocked by all the leading Wholesale Laboratory Dealers.

Evans, Adlard & Co. Ltd
Postlip Mills, Winchcombe, Cheltenham.



" CLEMENTS - NEWLING "
for **DISPLAY STANDS**
No. 2824 Chromium Plated Pedestal

| | | | |
|-----|------|------|----------|
| 9" | each | doz. | |
| 12" | 3/- | @ | 2/10 ea. |
| 15" | 4/3 | " | 3/4 |
| 18" | 5/- | " | 4/- |
| 21" | 5/9 | " | 4/9 |
| 24" | 7/- | " | 5/6 |
| 30" | 8/6 | " | 8/1 |

" CLEMENTS " DISPLAY STANDS ARE USED IN THE CHEMIST & DRUGGIST MODEL WINDOW DISPLAY

Fittings List Free. Carriage Paid England & Wales.

LARGE STOCK of GLASS OVALS & CIRCLES
NEW XMAS SHOWCARDS
Large Stock Supplies. Xmas Lists Free
(See Editorial Pages)

CLEMENTS, NEWLING & CO. LTD.
Showrooms: NAT 5511
95 & 96 Wood Street, London, E.C.2

CN2824



NOVIO

TOILET PAPER

PACKET

ROLL

We are continuing our press advertising, and are again featuring the special sample offer which has won so many new customers for this superior toilet paper.

Look to your stocks now—there is good business waiting. Send a card for trade terms and samples to Novio Paper Co., 26 Grove Park, Camberwell, S.E.5

See the "Lancet's" opinion, 27 July 1907

NOVIO

TOILET PAPER

THIN
SOFT
STRONG
SILKY



**IF YOU WANT BETTER BOTTLES
-BETTER SEE BARNETT!**
MANY NEW IDEAS JUST INTRODUCED
JACK L. BARNETT LTD.
18 BASINGHALL ST. LEEDS 1. Phone 28447

OPTICAL TUITION

FOR THE

S.M.C., B.O.A. and N.A.O. DIPLOMA Examinations

Particulars:—

C. A. SCURR, F.S.M.C., F.B.O.A., F.N.A.O., F.I.O., F.C.O., M.P.S.
50 HIGH STREET, BARNET, LONDON, N.

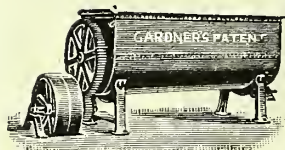


Advertised from January to December and never fails to give satisfaction. Also SU-CAN Soluble for instant disposal.

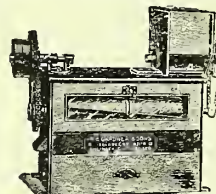
From your Wholesale House, please.

ROBINSON & SONS LTD. CHESTERFIELD & LONDON

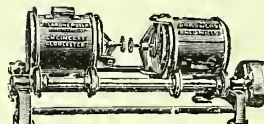
GRINDING SIFTING MIXING



Patent "Rapid" Mixer.



Patent "Rapid" Sifter.



Gardner Ball Crushing Mill.

for Chemical purposes must be rapid, super-fine, of laboratory accuracy, and absolutely consistent.

Gardner machines perform all these operations in the most efficient way.

They are economical and efficient; a high standard is maintained in the quality and quantity of their output.

Details and Catalogue of all Gardner plants from

WM. GARDNER & SONS (Gloucester) LTD.

BRISTOL ROAD, GLOUCESTER

Telephone: 2288 (2 lines).
Telegrams: "Gardner, Gloucester."
London Office: 19 Gray's Inn Chambers,
20 High Holborn, W.C.1.
Telephone: Chancery 7537.

NEVER DESPAIR — JUST USE BEAUCAIRE

A MILLION PEOPLE know the meaning of this slogan—they've seen Beaucaire demonstrated in the largest stores in Gt. Britain, they've seen how Beaucaire removes grease, oil, dirt and stains from clothing, dresses, hats, furs, ties, gloves, carpets, tapestries, etc. Thousands have bought Beaucaire and repeat regularly.

Beaucaire Dry Cleaning Fluid retails at 1/-, 2/- and 5/- per bottle.

Ask your wholesaler about it, or write to sole makers:

Beaucaire Laboratories, 14 America Square, London, E.C.3.
Beaucaire is non-inflammable, leaves no colour—entirely British.

F. MAUND & E. BERG (SHOWCASES) Ltd.

SHOPFITTERS & SHOPFRONT BUILDERS

175/9 OLD STREET, LONDON, E.C.1

Telephone: Clerkenwell 1782/3

are offering for sale, at competitive prices, an extensive and exceptionally full range of Chemists' Fittings, Second-hand and New.

H. E. STEVENSON & Co., Ltd.

Wholesale Export Druggists

10 Pancras Lane,

Queen Victoria Street, London, E.C.4

Halibut Liver Oil

(Finest Refined Quality)

In Bottles, 25 × 3 m. Capsules.

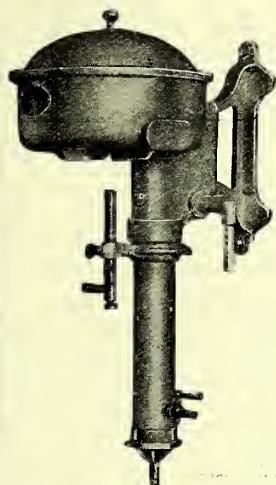
Exquisitely packed. 17/- dozen.

DISTILLED WATER

FOR EVERY DISPENSING CHEMIST

**FOR LESS THAN THREE
HALFPENCE A GALLON**

**STOKES MANESTY "O"
GAS HEATED
AUTOMATIC WATER STILL**



STOKES "O" GAS HEATED STILL

Guaranteed to produce chemically pure water, well above the B.P. requirements.

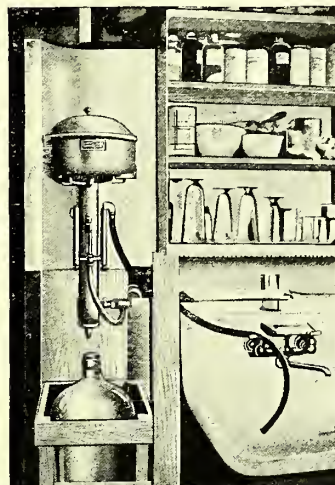
The STOKES MANESTY STILL is really automatic. All that is necessary is to connect up with gas and water, and the Still will deliver three pints of distilled water per hour—day in, day out, without any attention. Will last a generation.

THE MOST ECONOMICAL, EFFICIENT AND RELIABLE STILL EVER MADE.

NO LICENCE NECESSARY

PRICE £6-10-0

Carriage paid in British Isles



STOKES "O" STILL IN DISPENSARY

MADE BY **THOMPSON & CAPPER WHOLESALE LTD.**

Manufacturers of Chemical and Pharmaceutical Machinery

MANESTY BUILDINGS, 5 COLLEGE LANE, LIVERPOOL, 1.

INTRODUCING



*the iodine preparation
your customers have
been waiting for . . .*

WHITE, STAINLESS,

Iozo
BRAND
CREAM

It has proved itself remarkably beneficial for complaints ranging from sunburn to sciatica and the enterprising chemist will realise the possibilities of the very attractive pack.

Supplied in Blue and Silver unbreakable pots with half dozen in counter display outers

(BRITISH MADE)

RETAIL 2/- PER POT
1/6 PER DOZEN 16/-
OBTAINABLE FROM
SANGERS, LTD., AND
ALL WHOLESALE

IOZO PRODUCTS, 61 MAPLE STREET, LONDON, W.1

Museum 0993



Regular Beggars *for bringing* Regular Business
to thousands of Pharmacists

Pharmacists everywhere are reporting considerable increases in the sales of all Bob Martin lines since the famous Bob Martin Regular Beggars were created. The attractive cut-outs of the begging dogs, displayed prominently in their pharmacies, are powerful sales-makers which link up unmistakably with the current Bob Martin advertising campaign featured in the National Press.

Have you got the Regular Beggars working for you? If not, somebody else is taking custom that should be yours.

It has been proved time and time again that people buy their Bob Martin's Condition Powders at the shops where they see display material in the window.

Put the new display material in your window and on your counter and take your share of the increased demand. Regular Beggars will tell every dog-owner who passes your pharmacy that you sell Bob Martin's Condition Powders. If you have not received the new display A, write to Southport for it to-day. If you require a larger piece, ask for display B.

BOB MARTIN'S
TASTELESS
CONDITION POWDERS

The Evolution
of the

CATARRH PASTILLE

Assured protection against infectious diseases
POTTER'S CATARRH PASTILLES
CURES COUGHS COLDS, BRONCHITIS, AND INFLUENZA
Allow to dissolve slowly in the mouth breaking through the mucus to allow the healing properties to act directly upon the respiratory organs.

P.A.T.A. 1/3 11/- doz.
IN BOXES OF 1/2 DOZENS

1. Making the Pastilles.
2. "Running out."
3. Separating Pastilles from the starch.
4. Packing in Tins.

POTTER & CLARKE LTD.

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NOVEMBER 17, 1934

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News of the Week

Dangerous Drugs Acts, 1920-1932

WITHDRAWAL OF AUTHORITY: VALENTINE ROBERT
HIRSCH

The Home Secretary gives notice that he has withdrawn from Valentine Robert Hirsch, M.R.C.S., L.R.C.P., of Westbourne Gardens, Paddington, London, W.2, the authority granted by the Regulations made under the Dangerous Drugs Act, 1920, to duly qualified medical practitioners to be in possession of and to supply raw opium, coca leaves and Indian hemp, and the drugs and preparations to which Part III of the Act applies, and has also directed that it shall not be lawful for the said Valentine Robert Hirsch to give prescriptions for the purposes of the Dangerous Drugs (Consolidation) Regulations, 1928. . . .

Whitehall, November 12, 1934.

Proposed Limitation of Retail Shops

At a meeting held under the auspices of the British Sales Promotion Association at Anderton's Hotel, London, E.C.4, on November 7, Mr. S. H. Smyth (a past-president of the Stationers' Association of Great Britain and Ireland) gave an address on "The Limitation of Retail Shops." After instancing the harm caused to small traders by hiring shops without due inquiry in partially developed districts, Mr. Smyth referred to the census statistics for 1931, which revealed the disturbing fact that there was one shop for every forty-four inhabitants. The population of this country increased during the last census period by $5\frac{1}{2}$ per cent. The number of people returned for the same period as engaged in commerce (which includes shops) increased by 32 per cent. The number of people recorded as being either the pro-

prietors or managers of shops showed an increase of 109,000, or 20 per cent., in 1931, compared with 1921. They could, therefore, conclude that the number of shops was increasing about four times as rapidly as the population. As a result of an inquiry, certain suggestions were put forward as to the number of inhabitants necessary to support shops engaged in varying trades. For example: 2,300 to sustain a chemist ; 2,000 to sustain a stationer ; 1,250 to sustain an ironmonger ; 1,000 to sustain a butcher ; 910 to sustain a baker ; 550 to sustain a tobacconist ; 500 to sustain a draper ; 180 to sustain a grocer. Mr. Smyth expressed the view that the Town and County Planning Act conferred ample powers on local authorities to regulate the development of their respective areas, and added that the number of shops was already being limited in various areas under the provisions of this Act. The discussion which followed disclosed a preponderance of opinion in favour of the limitation of shops.

Visit to Works

On November 8 a party of London pharmacists spent an enjoyable day as the guests of the United Chemists' Association, Ltd. The party, organised by the South-Eastern Associations, included Mr. C. H. Foster (president of the South-Eastern Association), Mr. D. T. Jones (president of the Western Association), Mr. Gwilym Thomas, Mr. H. S. Foster, Mr. C. Happold, Mr. Clifford Evans and Mr. J. E. Lockyer. Messrs. G. W. Evans and J. Hearle, on behalf of the directors, met the party at Paddington and acted as hosts during the luncheon which was served en route. On arriving, a short trip round Cheltenham preceded the visit to the works, where the party were received by Mr. Harold Miller (the

managing director). Considerable interest was shown in the factory, particularly in the analytical department, where the greatest possible care is exercised. The ladies were intrigued by a *pH* value "exhibit" with its "mysterious" colour changes. Comments on the cleanliness of the factory, on the care exercised at each stage and on the general well-being and happiness of the workers were heard on every hand. Mr. Miller, in a short address after tea, expressed the pleasure which the directors felt at having so large a company of London chemists with them. What they had seen was an ordinary day in the factory. The present works were too small for their present demands, and the company's programme included the demolition of some adjoining properties and the erection of the most modern factory in the kingdom. Mr. G. W. Evans and Mr. Hearle endorsed Mr. Miller's remarks, after which Mr. C. H. Foster, on behalf of the visitors, proposed a hearty vote of thanks. This was seconded by Mr. D. T. Jones and carried with acclamation, Mr. A. E. Young, replying on behalf of "Ucal." The party were entertained to dinner on the return journey.

Birmingham

The opening meeting of the session of the Birmingham and Midland section of the Society of Chemical Industry was held on November 6. An address was given by Mr. Davidson Pratt, O.B.E. (secretary of the Association of British Chemical Manufacturers) on "Industrial Gas Masks." Mr. Pratt reviewed the requirements of gas masks and compared the main types in use in this country and abroad, with special reference to features of chemical interest.

The inaugural meeting of the session of the Birmingham and District Branch of the Pharmaceutical Society, Scientific Section, was held on November 6. The subject was a paper (followed by a discussion) by Dr. E. G. Bryant on "Cosmetics" (*C. & D.*, November 10, p. 581). Captain Bennison occupied the chair, and was supported by Mr. Thorne and Mr. Bowyer. The discussion included questions and remarks by the chairman, Messrs. Bowyer, Cox, Gardiner and others, including several ladies.

Brighton

The annual meeting of the Brighton and Hove Association of Pharmacy was held on October 29, Mr. J. E. Vickers (president) in the chair. The meeting was well attended. The annual report of the secretary and the balance sheet were passed. The following officers were elected: *President*, Mr. J. E. Vickers; *Vice-Presidents*, Messrs. Donald Foster, K. J. Padwick, E. Beckwith and F. W. Burgess; *Treasurer*, Mr. H. R. Gwatkin; *Secretary*, Mr. Hugh F. Foster; *Assistant Secretary*, Mr. F. J. Flatman; *Librarian*, Mr. H. B. Mackie; *Committee*, Messrs. Edgar Jones, T. C. Wilson, John Plowright, A. J. Franklin, A. E. Proctor, H. Preston and H. B. Tilbury. Mr. Edgar Jones gave a report from the delegates who attended the Conference. This was followed by an explanation by Mr. John Plowright of the chart of new dispensing prices arranged by the South-Eastern Federation of Pharmacists; after a lengthy discussion this was accepted. A vote of thanks to the chairman terminated the meeting.

Cheltenham

The monthly meeting of the Cheltenham and District Branch of the Pharmaceutical Society was held on October 27 under the chairmanship of Mr. Percy James. *The Romance of Perfumes* was the subject of the address given by Mr. Walter Deacon, a member of the Society's Council. A cordial vote of thanks was accorded to Mr. Deacon on the proposition of Mr. Cheshire.

The annual ball organised by the Cheltenham and District Branch of the Pharmaceutical Society, in aid of the Benevolent Fund, was held on November 2 in the Town Hall, Cheltenham. The Mayor and Mayoress and many well-known Cheltonians were present. Messrs. F. H. K. Wilde and A. J. Holloway (joint secretaries of the Dance

Committee and M.C.s for the evening) are to be congratulated on the organisation of a very successful gathering.

Huddersfield

The monthly meeting of the Huddersfield Branch of the Pharmaceutical Society was held on November 1. The president mentioned with deep regret the death of Mr. S. T. Shaw, Golcar, a long-established chemist in the district. The Effective Publicity Services advertising scheme was further discussed, and members were recommended to join on the shilling per week per shop basis. The subject of distribution of clinic foods was discussed at some length, and a committee was formed to interview the medical officer of health with a view to complete distribution of foods, etc., by chemists only. The secretary was asked to write certain firms protesting strongly against the marketing of sizes below the recognised price of 1s. 3d., and at the same time was requested to state that members would do all in their power to discourage the sale of these sizes.

Liverpool

A verdict of "Suicide" was returned at a Liverpool inquest, on November 12, on the body of William McHutchinson, who was found dead in his lodgings in Princes Avenue. A bottle containing potassium cyanide and a cup which also contained the poison were found in his bedroom. The deceased's sister said that her brother was a B.Sc. of Glasgow University, and had been unemployed about two years, but recently secured a post as chemist.

An enjoyable evening was spent on October 31 at the Adelphi Hotel, Liverpool, by members of the Liverpool Chemists' Association and friends, when the annual smoking concert in aid of the Society's Benevolent Fund was held. Mr. John Rae (vice-president) was in the chair, and the principal guest was Mr. James Jack (a member of the Society's Council). In the course of his appeal, Mr. Jack remarked that he did not think members generally realised the difficulties under which the Council worked in carrying out their obligations in this direction. The need for assistance was never more urgent than at present. On an average they had about twenty cases a month to deal with, and each case was thoroughly inquired into. The amount realised from the smoking concert in aid of the Fund was £65 18s. It is anticipated that a sum of £70 or over will be sent. The ladies' committee subscribed £10 10s.

London

The first social event of the season was held by the North London Pharmaceutical Association on November 8 at the Manor House Hotel, Finsbury Park. The function took the form of a carnival dance, and the dancers, to the number of 150, taxed the floor space. Guests were received by the president (Mr. W. E. Swanston) and Mrs. Swanston. Mr. G. F. Weiss, treasurer of the Association, had got together a committee of young enthusiasts, including Messrs. Morton, Estlick and Tyrrell, who had devised a number of new dances and quite unusual ways of spending a merry evening. Dancing continued until midnight, the whole evening being voted as one of the most successful ever held by the Association.

Manchester

Rat Week has been responsible for a few striking window shows in Manchester and district pharmacies.

A Reuter message from Oslo states that 26,000 tons of Norwegian whale oil have been sold to Unilever, Ltd., and 11,000 tons to the Southern Oil Co., Manchester.

The election of Alderman F. W. Bates, M.A., retired chemist, as Mayor of Stretford is referred to in the "Personalities" section of this issue. Mrs. Bates will be the first Mayoress of the borough, as Sir Thomas Robinson, the charter Mayor, is a widower and acted alone last year.

Portsmouth

Councillor W. J. Lewis, M.P.S., London Road, was returned unopposed to the Portsmouth City Council at the recent municipal elections.

The members of the Portsmouth and District Branch of the Pharmaceutical Society held their annual dinner and dance at Kimbell's Café, Southsea, on November 7. The chairman, Mr. F. Hemming, presided over a good company, and the guests included Mr. E. Saville Peck (vice-president of the Pharmaceutical Society). Proposing the toast of "The Pharmaceutical Society," Dr. C. J. Mayhew (president of the Portsmouth Division of the British Medical Association) congratulated the Society upon shortly celebrating its centenary. Mr. Peck, in reply, said the profession had been passing through a crisis, but he was confident that pharmacy, as a result, would come out on top. He urged that there was need for a new inquiry into the needs and objects of pharmacy. They were likely to succeed in a few months in obtaining a still higher standard of education for the coming pharmacist, and in this connection he pointed out that the pharmacy department at the Portsmouth Municipal College would assume an increasing importance. Councillor W. J. Lewis proposed the toast of "The Chairman." It was mentioned that Mr. Hemming had now sixty students in training, and that more than 300 had passed through his hands since the department of pharmacy at the Municipal College, of which Mr. Hemming is head, was established. Mr. W. L. B. Murray gave the toast of "The Guests," for whom Mr. L. B. Benny, M.A., the principal of the Municipal College, replied; and "The Ladies" were toasted by Mr. W. L. Egerton, jun., Mrs. Murray responding. Mr. T. A. Johnson, secretary to the Entertainment Committee, was responsible for the general arrangements.

Sheffield

Continuing the series of monthly suppers inaugurated last year, Sheffield chemists opened their new session in the same way on November 6. There were forty members present. Mr. E. Preston gave an address on "The Regulations for Future Examinations." Mr. Preston sketched the outline of the qualifying examinations under the old rules, those now in force, and finally those under the new syllabus. After supper, a lively discussion took place. Mr. A. H. Culverhouse (chairman) asked for constructive criticism and welcomed contributions from the younger members. Mr. E. A. Kirman pointed out that any regulations for future examinations must be governed by the influx into pharmacy. The new regulations and increased study period in 1929, he said, had not checked the rush. Quoting figures supplied by the Ministry of Labour and the Pharmaceutical Society, Mr. Kirman showed that there would be an abnormal increase of pharmacists up to 1940, when there would be (other circumstances being normal) 31,000 qualified pharmacists and a declining population from which to obtain their living. Mr. Kirman suggested the new Regulations recommended in 1929 needed further revision in view of the position revealed by the 1931 population census. Mr. R. Moore suggested the Preliminary Scientific examination should be abolished and the Intermediate B.Sc. take its place. Pointing out that there would be fewer places for pharmaceutical chemists, Mr. Moore said the Pharmaceutical Chemist examination was no longer necessary. Mr. J. Austen thought the bacteriological training would add little to their income, a view expressed by other speakers. Mr. Preston answered many of the points raised and was given a vote of thanks, moved by the chairman and seconded by Mr. C. W. Hobson.

Southend

A meeting of the Southend and District Branch of the Pharmaceutical Society was held on October 30, Mr. A. Stewart in the chair. Mr. John Keall (president of the Society) addressed the meeting on "A Review of our Immediate Problems," touching on such matters as pharmacy inspection, the building of the new headquarters, the effects of compulsory membership, etc. A

number of questions were asked, to which Mr. Keall replied. A vote of thanks was proposed by the chairman.

West Kent

About ninety chemists and friends sat down to the fifteenth annual dinner of the West Kent Chemists' Association, which was held on November 7, at The Hotel, Beckenham. Mr. E. G. Price occupied the chair, and the guests included Mr. John Keall (president of the Pharmaceutical Society) and Mrs. Keall, Mr. J. H. Loyd (Clerk to the Kent Insurance Committee), Mr. J. E. French (secretary of the Kent Pharmaceutical Committee) and Mrs. French, Mr. F. Harris (president of the Bromley and District Chamber of Commerce) and Mrs. Harris. Mr. French, in proposing the combined toast of "The Pharmaceutical Society of Great Britain and the West Kent Chemists' Association," said that at one time the Pharmaceutical Society was regarded as being composed of twenty-one men at Bloomsbury Square, who sat there and asked one to "come up again in three months," whereas they now realised it was made up of over 20,000 pharmacists throughout the length and breadth of the country. These 20,000 were fortunate in having at their head Mr. John Keall. He had known the West Kent Association for a long time and had always found it a very live organisation. Mr. Keall, replying, remarked on the "matey" atmosphere prevailing, and how pleased he and Mrs. Keall were to be able to attend. The Society now had 23,000 members; its organisation would need overhauling, and steps were being taken in conjunction with the N.P.U. to see what could be done. Although the financial position at the end of the year might appear strained, he could assure them that they were in a sound position. The new buildings had been the cause of a lot of criticism, but the fears of the critics were without foundation, and the buildings would prove to be of the utmost value to pharmacy. In conclusion, he thanked the Association for their contributions to the Benevolent Fund. Mr. Price, replying for the Association, said he was certain they had an excellent captain in Mr. Keall, but they reserved their right to watch happenings at Bloomsbury Square and criticise if they thought it necessary. All pharmacists were deeply indebted to Mr. Keall for the four years' hard work he had put in as chairman of the Pharmacy Subcommittee of the Codex Committee. The toast of "The Visitors" was very humorously proposed by Councillor Allan Bone (Chislehurst). Mr. J. H. Loyd said he was glad of the opportunity to meet so many Kent chemists. He complimented them on their high dispensing standard, and said he was willing to compare it against that of any other area. Mrs. French gracefully replied for the ladies. Mr. W. J. Dalby, as toastmaster, was splendid, and a delightful evening was concluded with an excellent entertainment.

Miscellaneous

FIRE.—There was an outbreak of fire recently at the premises of the British Hanovia Quartz Lamp Co., Ltd., Slough. The damage was not of an extensive nature, and it is understood that production will not be interfered with.

DRUG TRADE APPEAL FUND.—The biennial meeting of subscribers to the Drug Trade Appeal Fund will be held in the board room of The British Drug Houses, Ltd., Graham Street, City Road, London, N., on November 27 at 3.30 p.m., to receive the report for the period May 1932-May 1934, and to elect trustees for the ensuing two years. All subscribers are cordially invited.

POND'S SPORTS CLUB.—On November 6 the inaugural meeting of Pond's Sports Club (Pond's Extract Co., Ltd., Perivale) was held in the canteen adjoining the factory. Mr. A. F. Gunning (managing director), at the unanimous wish of the meeting, accepted office as the Club's first president. Following the election of officers over 100 members of the staff enjoyed the president's hospitality at tea. The remainder of the evening was devoted to dancing and the showing of films (including "This Age of Beauty," the new Pond's "talkie" by Gaumont-British).

Irish Notes

British Pharmaceutical Conference

The date of the Belfast meeting of the British Pharmaceutical Conference next year has been fixed for June 24-28 inclusive. At the October meeting of the Conference Executive in London it was agreed to recommend to the Local Executive that tickets for ladies' excursions should be issued only to ladies. The Executive also expressed the following opinion:—"That this Executive disapproves of invitations by pharmaceutical business firms, in the town in which the Conference is meeting, to visit works during the hours of Conference sessions, and offers by firms to distribute gifts to members attending Conference."

Ulster Retail Drug Trade Association

The monthly meeting of the Executive Committee of the Ulster Retail Drug Trade Association was held in the Grand Central Hotel, Belfast, on October 30, Mr. James Dundee (vice-president) in the chair. Apologies for absence were received from Messrs. J. C. Culbert, S. J. Hudson, W. J. Rankin, W. J. Hardy and W. C. Tate. It was noted with great regret that the president (Mr. William Martin) was still prevented by illness from attending, and all joined in sincere expressions of sympathy and the earnest hope that he would speedily regain health and strength. The secretary reported that he had written to the interested parties regarding the recent increases in the wholesale prices of various proprietary articles; up to that moment, no replies had been received. A letter from Mr. R. I. Edwards asking for a subscription to the British Pharmaceutical Conference entertainment fund was held over for consideration by the new Executive Committee to be appointed at the forthcoming annual meeting. The draft of the suggested changes in the rules was considered; after a few minor alterations it was agreed, on the motion of Mr. Dundee, that the draft should be submitted to a special general meeting for approval. It was arranged to hold the next annual meeting on November 21 at 3 p.m. in the Grand Central Hotel, Belfast, and it was also agreed to summon a special general meeting to consider the alterations in rules, to be held on the same date at 2.30 p.m.

New Free State Duty on Toilet Goods

An Order made by the Executive Council of the Irish Free State on November 9 imposes a duty of 50 per cent. *ad valorem*, with a minimum rate of 5s. per lb. or 50s. per gallon, as the case may be, on:—(1) Toilet preparations which, in the opinion of the Revenue Commissioners, are of a kind ordinarily used on or in relation to human skin, hair, nails, teeth (including artificial teeth), mouth, but excluding essential oils, fuller's earth, petroleum jelly, hair dyes, soaps and disinfectants; and (2) perfumery, excluding perfumed spirits and essential oils.

In an official statement issued with the order it was announced that the manufacture of cosmetics, toilet preparations and perfumery was being undertaken in the Free State by a number of firms who would be able to meet the country's demands. Provision, it was added, had been made under which preparations which could not for the moment be manufactured in sufficient quantities in the Free State might be imported free of duty under licence.

Perfumes and cosmetics to the value of £87,202 were imported into the Free State for the year 1933, against £103,654 in 1932. For the first nine months of the present year imports of cosmetics and perfumes were valued at £55,417, compared with £64,927 for the corresponding period last year.

Mr. S. McCauley, managing director of Irish Pharmaceuticals, Ltd., speaking to the *C. & D.* representative, said the new tariff was one of the most comprehensive yet made by the Government as affecting pharmaceutical goods. Within two or three weeks enough toilet preparations of all kinds and Irish-made cosmetics would be

available to meet the needs of the retail trade. "Even before tariffs," Mr. McCauley said, "we were selling a very big range of toilet goods on merit. In the ordinary course of events we would prefer to continue on that basis; but we will now take the fullest advantage of the tariffs, and increase our production of high-class toilet preparations and tooth-pastes, which we are confident will continue to sell first and foremost on the quality of the goods themselves. Undoubtedly the tariffs will give greater employment in the Free State."

Mr. Harold Crean, of James Crean & Sons, said his firm had for the past six months been turning out high-class cosmetics. In addition they were now turning out moderate-priced cosmetics to retail at 6d. and 1s. They were also developing the perfumery end of their business, and had now retained the services of an expert perfumer from one of the leading French houses. The new tariff would give this end of their business a decided fillip and a wider market.

Mrs. MacNeill, wife of the former Governor-General of the Free State, who with Miss Kathleen Murphy is co-director of Irish Beauty Preparations, Ltd., speaking to the *C. & D.* representative, said: "We welcome the tariff, which will give the Irish manufacturers an opportunity of showing the Irish people that we can manufacture cosmetics and perfumes equal to the best foreign products, at prices that will save them money. Heretofore the foreign competition has been overwhelming. The tariff will undoubtedly give increased employment and keep most of the £200,000 in Ireland which formerly went to foreign firms."

Mr. A. J. Donnell, director of Hayes, Conyngham & Robinson, Ltd., Dublin, said: "The general impression of the trade is that the tariff does not apply to perfumes or eau de Cologne, which are made of spirit, but to perfumes made with isopropyl alcohol. Soaps, shaving creams or shampoo powders are also not affected. The tariff will cause some dislocation, but no doubt some of the companies which are now only packing in the Free State will begin to manufacture here. Already toilet preparations, cosmetics and tooth-pastes are being made here to a limited extent; but I expect as a consequence of the tariffs there will be an increase in manufacturing here, with a commensurate increase in employment. The tariffs will also lead to the elimination of a number of lines for which there is not a big demand, and which will not be manufactured here." Questioned regarding the Christmas trade Mr. Donnell said the retail chemists' Christmas supplies of toilet and perfumery gift sets would scarcely be affected, as practically all the large wholesale houses had already their Christmas supplies in. Even some of the retailers had the Christmas stocks in by now.

Brevities

Mr. John Sandford, Ph.C., Portadown, has recovered from his recent illness.

The death is announced of Dr. J. McCaull, who formerly carried on a medical hall at Grosvenor Street, Belfast.

Mr. S. C. Condrón has been appointed representative for Dublin and district by Irish Pharmaceuticals, Ltd. Mr. Condrón is well known in pharmaceutical circles.

An order has been made by the Executive Council of the Irish Free State amending the existing duty on certain imported glass bottles or jars, the effect of which is to make the rate of 75 per cent. *ad valorem* the effective rate which will be charged on these articles irrespective of the country of origin. Bottles and jars already exempted from duty will continue to be exempted, with the exception that jars with openings exceeding 2½ inches in external diameter will be substituted in the list of exemptions for jars exceeding 2¾ inches in external diameter. It is stated that steady progress has been made since the reopening of the glass bottle industry in the Saorstat at the end of 1932.

Manufacturers of pharmaceutical products in the Irish Free State, and the large wholesale distributing houses,

welcome the inauguration of a cheap inland sample post rate which came into operation on November 12. Under the new provision Free State firms may send samples to their customers within the Free State at the following rates:—Packets, not exceeding 4 oz. in weight, 1d.; packets between 4 and 6 oz., 1½d.; packets between 6 and 8 oz., 2d. The director of one large wholesale drug house, speaking to the *C. & D.*, representative, said this concession would be appreciated particularly in view of the fact that the ordinary letter and parcel rates in the Free State were so much in excess of those in force in Great Britain and Northern Ireland.

Belfast

Mr. J. Trevor Nicholl, Ph.C., has been elected chairman of the Executive Council of the Old Institution Association, Belfast. The Association is composed of former pupils of the Royal Belfast Academical Institution.

The trick of asking to be allowed to use the telephone and then to take any valuables within reach was perpetrated on a Belfast chemist a few days ago. A man asked permission to use the telephone, and was shown into a room at the back of the shop. Two other men then entered the premises and asked the owner for an article which they knew (or believed) he would have to go to another part of the building to obtain. When he came back all three had decamped and close on £60 with them.

In the Senate of Northern Ireland, at Belfast, on November 9, in the course of a discussion on the ravages of the warble fly, Senator McHugh suggested that the Government should ensure that the remedy for warble fly was stocked by chemists in the country, and encourage the use of it. He thought that each farmer should receive a free sample of the remedy. Senator J. Hill Dickson said the warble fly cost the country large sums

annually, and the only remedy appeared to be to make the use of the remedy compulsory. Senator Long, in reply, said that it had been estimated that in Great Britain the losses from the warble fly pest in respect of damage to the hides and condition of cattle amounted to about £1,000,000 annually. It might be assumed that the annual damage caused by the pest in Northern Ireland approximated to £100,000. Experimental work had shown, he added, that there was an inexpensive wash available which could readily be applied by any farmer and effectively destroyed the pest without damaging the skin. Most chemists stocked the wash, and he would suggest to the Ministry that the use of the wash should be made compulsory.

Scottish Notes

Brevities

Mr. James Archibald Anderson, chemist and druggist, Crieff, who has been elected to fill a vacancy on Crieff Town Council, went to Crieff about four years ago and opened business in Church Street. Some time later he moved to larger premises in High Street, where he now conducts a successful business. Mr. Anderson is an enterprising business man, and should prove an asset to the Town Council.

At Edinburgh Sheriff Court on November 7, before Sheriff Jamieson, the case of Edith M. B. Fleming, hardware merchant, who had been charged with a contravention of the Merchandise Marks Act, 1887, and the Poisons and Pharmacy Act, 1908, and had asked for one week's delay (*C. & D.*, November 10, p. 568), was mentioned. Mr. Bell, solicitor, said he had been instructed to tender a plea of "Guilty." He had nothing further to add. The case was exactly similar to those disposed of the previous week. The sheriff said the penalty would be 30s.

Topical Reflections

By Xrayser

The Observations

of the Scottish Pharmaceutical Federation on the draft Poisons List and Rules (*C. & D.*, November 10, p. 582) strike me as being particularly sane and restrained. I have seen some reports, and heard of others, which are to be placed before the Poisons Board; these are so involved, and of such a length, that there is a real danger that they will not be studied in any detail. This, I venture to suggest, will not happen with the Scottish report; its terseness and the fact that not too many points have been touched upon are entirely in its favour. The suggestion that the proposed Poisons List and Rules is too confusing and cumbersome I have made before in these columns. Very practical are the comments on the difficulty of labelling a 2½-per-cent. solution of iodine according to the uses to which it may be put; from my own experience behind the counter it will be most difficult to carry this out according to the strict letter of the law. The point that the same premises should not be used by an authorised and a listed seller of poisons (p. 584) is a new one to me. The situation might well arise with big stores. There would be the "chemistry" department, in charge of the authorised seller; there might also be the "household" or other department, where Part II poisons, packed and ready for sale, are sold. The person in charge of this would have to be registered as a listed seller. It should be laid down that the same premises shall not be used by both a registered and a listed seller.

The Clear Account

of the common type of scarlet fever (p. 572), and particularly the way in which it is written, free from all medical terms, should be read and noted for future reference by pharmacists, and particularly by

those with young children of their own. This is information which is not easily accessible, unless one is a medical practitioner, and yet it is fairly often required in pharmacies which cater for the needs of children. There is of course no suggestion that anything more than advice to see the doctor should be given by the pharmacist; to attempt to treat the ailment would be not only unwise but also illegal in the case of a notifiable complaint. Authoritative articles on such subjects, specially written for the information of chemists, serve a very useful purpose.

Turning Over the Pages

of a portfolio of eighteenth-century woodcuts of London recently, I came across one of Bloomsbury Square, showing what we know to-day as No. 17 looking pretty much as it does now. Particularly interesting were the cows in the foreground, giving the Square a "sleepy hollow" appearance; a backwater where life went on calmly and quietly, as it appears to do to-day at No. 17. Something of the same idea was expressed by Mr. Dick at Harrow (p. 585) when he described the Council, the same representatives being elected year after year, as "a stagnant pool." A writer in another paper (p. 563) describes the Society as having more money than it knows what to do with and being relieved of all its objectionable work. That is the Council's danger, that the Society is doing too well; its income, largely augmented, is secure; its officials and staff, also largely augmented, carry on their work with the leisure of a Government department. There is no necessity for it to make efforts to keep its place in the sun: it is there, it has arrived. Much of the same spirit of quiescence is to be found among the ranks of pharmacists, who with an apathy born, in many cases, of despair refuse to take any interest in pharmaceutical politics.

Legal Reports

Weights and Measures Act.—At Reepham, on November 12, Mr. Frederick S. Cullen, chemist and druggist, was summoned for having in his possession and using three unjust weights. He pleaded "Not guilty." Mr. A. C. Caffin prosecuted for the Norfolk County Council, and Mr. Russell Steward defended. Albert Robinson, inspector of weights and measures, said that on October 22 he found in Mr. Cullen's shop a 2-lb. weight 15 gr. deficient; a 1-lb. weight 11 gr.; and a 1-oz. weight $1\frac{3}{4}$ gr. Mr. Cullen said that during his forty years' experience as a chemist in Norwich he dispensed 400,000 prescriptions without complaint. He denied that the weights were found in his shop. He took the weights to Mr. Robinson innocently, and had no idea that they were deficient. In reply to Mr. Caffin, he said the weights were used on scales used for heavy articles. The chairman said the cases relating to the 2-lb. and 1-lb. weights would be dismissed, and that relating to the 1-oz. weight would be dismissed on payment of costs. "We do not think," he said, "that the defendant was trying to defraud the public."

Alleged False Declarations.—At Lewes Petty Sessions, on November 13, the Society of Herbalists, Ltd., Bruton Street, London, W.1, were summoned on seven informations, and Mrs. Leyer, chairman of the company, was summoned on five informations, for causing to be made or making false Customs declarations. Mr. B. M. Stevenson appeared for the Board of Customs and Excise, and both defendants were represented by Mr. W. T. Monckton, K.C., and Mr. Sylvester Gates. Mr. Stevenson said the allegation was that in the declarations carriage and freight had not been included, and, in addition, in a large number of cases the defendants had not included a 10 per cent. monopoly. In some cases they had paid more than double for goods than the prices declared. For Customs purposes the sum declared was 6,750 francs, whereas the settlement payment was 12,825 francs. The correspondence, contended Mr. Stevenson, showed clearly that before the declarations were made Mrs. Leyer knew that additional payments were being made, and that separate invoices had been prepared by Mme Detaille, the consignor in Paris. Evidence in support of counsel's opening statement was given by two officers of Customs and Excise. The latter was cross-examined by Mr. Monckton, who suggested that frequent changes in the persons who kept the books might result in muddle. Witness: There was a chartered accountant who came into this business every year, and he should have put the muddle straight. I saw two invoices relating to the same goods, and there was no reason why he should not have seen them. The hearing was adjourned.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office

SCOTTISH LABORATORIES, LTD. (P.C.).—Registered in Edinburgh. Capital £100. Objects: To carry on the business of chemists, druggists, etc. R.O.: 74 York Street, Glasgow.

BOSAR, LTD. (P.C.).—Capital £5,000. Objects: To carry on the business of manufacturers of and dealers in perfumes, essences, soaps, creams, ointments, etc. R.O.: 25 Haymarket, S.W.

KEW CHEMICAL CORPORATION, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of chemists, druggists, etc. Fred Moorhouse, 48 Scarisbrick New Road, Southport, managing director.

VAUGHAN MASON & CO., LTD. (P.C.).—Capital £5,000. Objects: To carry on the business of shipping, manufacturing and consulting chemists, chemists' and druggists' sundriesmen, etc. Solicitors: Criddle, Ord & Muckle, Gateshead.

SHAMROCK PRODUCTS, LTD. (P.C.).—Registered in Dublin. Capital £2,000. Objects: To carry on the business of manufacturers of tooth, hair, flesh, shaving, bath and brushes of all kinds, etc. Secretary: John J. O'Connor, 33 Bolton Street, Dublin.

CHARLES TENNANT AND COMPANY (I.F.S.), LIMITED (P.C.).—Registered in Dublin. Capital £50,000. Objects: To carry on the business of chemists, druggists, manufacturers, exporters, importers in pharmaceutical industrial and other chemical preparations, etc.

EXTRUDED PLASTICS, LIMITED (P.C.).—Capital £5,000. Objects: To carry on the business of manufacturers of and dealers in mouldings or moulded articles produced partly or wholly from any kind of synthetic resin, manufacturers of and/or dealers in organic and/or inorganic chemical substances and products, etc. R.O.: Abbey House, Baker Street, N.W.1.

VIGORMALT, LTD.—At a meeting held at Hove recently it was resolved that this company be wound up voluntarily. Mr. H. A. Kinney, 46 Preston Street, Brighton, was appointed liquidator.

LEWIS BERGER & SONS, LTD.—Final dividend of 6 per cent. declared on the ordinary shares, making a total of 10 per cent. for the financial year ended July 31. The dividend for the previous twelve months was $7\frac{1}{2}$ per cent.

Private Arrangement

Harry Isaac Defries, 33/5 Stoney Lane, Houndsditch, E.1, druggist sundriesman. A meeting of the principal creditors of the above was held recently at the offices of Alexander Springer & Co., 61 Brushfield Street, E.C., when it was reported that the liabilities were £771 4s. 1d., the assets being £84 17s., or a deficiency of £686 7s. 4d. The only offer which could be submitted was one by a third party to purchase the creditors' claims for 2s. in the £. A resolution was passed agreeing to recommend the creditors generally to accept the offer.

Voluntary Liquidation

William Allen (Chemists) Ltd., 49 Queen Victoria Street, London, E.C.4. The creditors were called together at the Institute of Chartered Accountants, Moorgate Place, London, E.C., on November 12, when it was reported that the liabilities amounted to £1,682 18s. 1d., of which £1,046 13s. was due to the trade and the balance to Mr. Kuby, the managing director of the company. The assets consisted of cash at bank, £4 2s. 7d.; the balance in the hands of solicitors in respect of the sale of the business, £460 17s. 5d.; cash in the hands of W. J. Gilbert, £40; and there was £203 2s. 11d., due in respect of an amount paid on a debenture which was invalid. The total assets were £708 2s. 11d., from which had to be deducted £47 4s. 4d. for preferential claims, leaving net assets of £660 18s. 7d., or a deficiency of £1,021 19s. 6d. The company began trading at Granville Parade, College Road, Harrow. Mr. Kuby, the managing director of the company, put £1,500 into the company as loans, and subsequently a debenture for £1,400 was issued to him. This debenture, however, was stated by the accountant to be invalid, and it was intimated that Mr. Kuby had surrendered it. A resolution was passed in favour of the appointment of Mr. W. J. Gilbert, and Mr. A. Granville White, of Messrs. Francis, Nicholls, White & Co., as joint liquidators, with a committee of inspection.

Gazette

Bankruptcy Acts

RECEIVING ORDER

MORRIS, S. R., 4 Sterry Road, Gowerton, Glam., chemist and druggist.

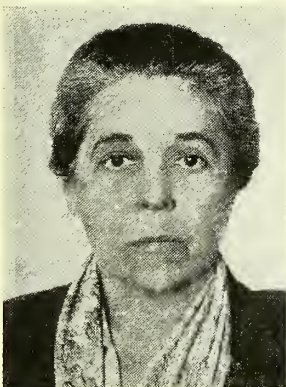
Living the Strenuous Life

An Interview

THE London borough of Fulham has created a record this month in selecting as its Mayor for the ensuing year a lady who is also a pharmaceutical chemist. I hardly expected that during the first week of her mayoralty Miss Alice Gilliatt, Ph.C., would be good enough to spare me even a few minutes for a talk on aspects of pharmacy and of public life; but the mention of *THE CHEMIST AND DRUGGIST* secured a favourable reply to my request, and one morning this week I found myself seated, in a more comfortable chair than most hospitals of my acquaintance possess, in the dispensary of the London County Council's Western Hospital.

It has often been said that Lincolnshire is pre-eminently the county in

which pharmacists who distinguish themselves are trained; and it seemed natural that Miss Gilliatt should have come from that county, her father having been a chemist at Boston. After passing the Minor and Major examinations of the Pharmaceutical Society—the present cumbersome titles for these tests of ability had not then been invented—she had more than a year's experience with one of our leading manufacturing houses, and then became a dispenser at the Dartford Hospital of the Metropolitan Asylums Board, afterwards transferring her services to Fulham. The



[Photo] [Universal]
MISS ALICE GILLIATT, Ph.C.

hospitals of the Board were taken over by the London County Council in 1930, and, it may be remembered, the qualifications of a pharmacist have of late been officially recognised by that body in a more definite manner.

We soon began talking of municipal work. "Before the war," Miss Gilliatt told me, "I was a member of the Women's Social Political Union and joined the Labour Party. I was first elected to the Fulham Borough Council in 1919, and served for three hectic years as a representative of the Lillie Ward and on the Public Health Committee, of which I was chairman." After an interval Miss Gilliatt was returned for the Munster ward, which she now represents. Her party hold twenty-seven seats on the Council, leaving thirteen for other councillors. In thanking the Council for her election as Mayor, Miss Gilliatt said that this and other similar appointments were an acknowledgment of the

position that woman occupies in national and international life. All down the ages remarkable women had been honoured in many ways; but this appointment was a recognition of the rank and file, who were taking their place beside men in every sphere. She was sure that during her year of office the Council would have the hearty co-operation of women in their work.

I remarked that life on these lines was strenuous.

"I believe in a strenuous life," replied Miss Gilliatt with quiet conviction. "Unless one is absolutely absorbed in one's profession or business one wants something else. It is satisfying to have a hobby: one can sometimes see results—can get things done."

I entirely agreed.

"Pharmacists, men and women alike," Miss Gilliatt continued, "should pull their weight in public administration."

I ventured a regret that we did not always find the best type of man and woman willing to hold public office.

"That is not going to matter much," was the ready comment, "judging by the trend of some of our present pharmaceutical legislation."

I appreciated the subtle humour of this criticism. Then our talk took a wider scope.

"It is essential," was Miss Gilliatt's next point, "that men and women should hold together. Jobs should be open without any preference. There is in some quarters a tendency to underpay women; but the women should avoid undercutting the men. The London County Council does not differentiate between them and their men colleagues in our department."

Mention of public institutional work brought up the names of the National Association of Women Pharmacists and the Guild of Public Pharmacists. Miss Gilliatt, as most women pharmacists will remember, has taken an active part in all progressive movements. "Youngsters," she remarked, "do not realise what we had to go through thirty years ago." As an original member and a past-president of the National Association of Women Pharmacists, she is well aware of the amused tolerance with which women pharmacists were for a time regarded in old-fashioned circles. The Public Pharmacists' and Dispensers' Association, now merged in the Guild of Public Pharmacists, was another important organisation formed in pre-war years; Miss Gilliatt was associated with it from the first, and serves on its Council.

"Women should join everything that is going," was Miss Gilliatt's final word. "Fees to professional organisations are money well spent."

As I passed out of the hospital, typical, in its steady efficiency, of good administration, I thought in particular of the sentence "I believe in a strenuous life." Those who so believe can "get things done."—A. E.

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

Local Reports

East Ham.—The Minister of Health has intervened in a case concerning a chemist whom the East Ham Insurance Committee had ordered to suffer a deduction of £25 from his remuneration, in addition to making a repayment of £11 4s. 8d. (*C. & D.*, August 11, p. 189). In appealing to the Ministry the chemist stated: "While accepting full responsibility for this long-continued absurd error on the part of my staff, I do consider, having regard to special circumstances, and the fact that I rendered every assistance to the Committee in their

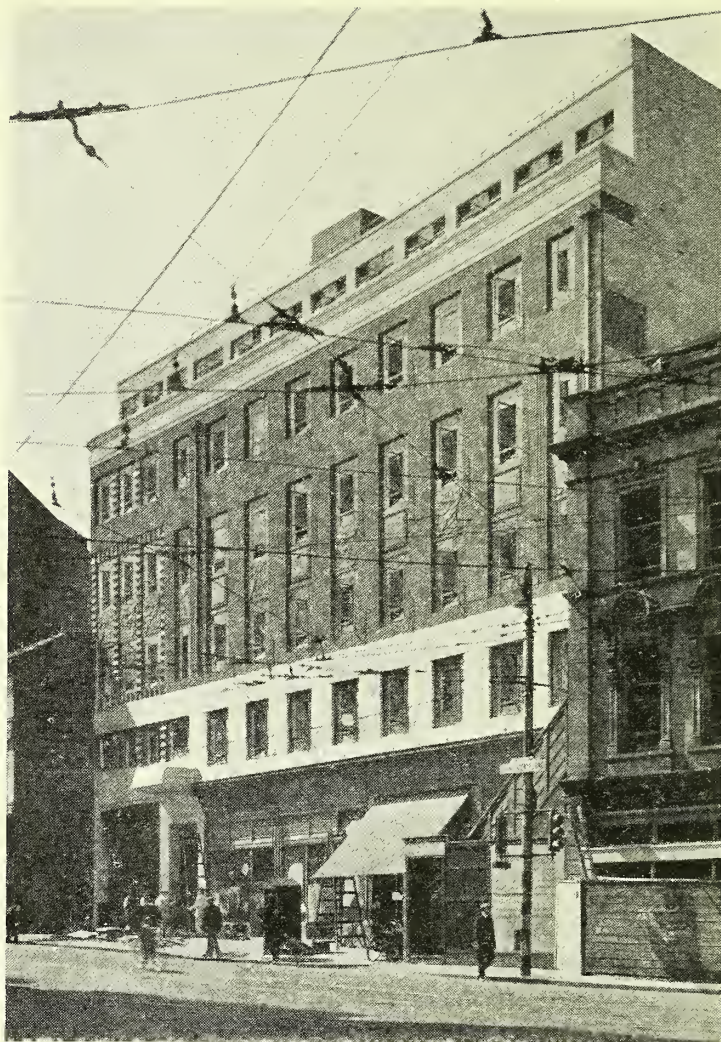
investigation, that the penalty is harsh and excessive, and I should very much appreciate a mitigation of it." Although the Minister told the Committee he considered the penalty of £25 excessive, they adhered to their decision. The Ministry have now written stating that the Minister had given further consideration to the case, and that it had been decided to withhold the sum of £10 from the remuneration payable to the chemist.

Wakefield.—Mr. H. A. de Montmorency, in declaring open the new premises for the West Riding Insurance Committee, at Wakefield, pointed out that the Committee provided medical attention and treatment for between 600,000 and 700,000 insured persons. It took an average of 3s. a year in drugs to keep a man in Yorkshire well; in Manchester it took about 5s., and in Oxford only 1s. 10d.

Andrews House

A visit to the
model works of
Scott & Turner, Ltd.

ANDREWS House, Newcastle-on-Tyne, is a building of more than ordinary interest to the chemist. It is the new headquarters of the world-wide business of that well-known proprietary—Andrews Liver Salt—and behind it are situated the up-to-date laboratories and works where "Andrews" is manufactured and packed for ultimate use all over this country and throughout the world. The illustration (right) gives a good impression of Andrews House as the finishing touches were being added to the first portion; it is hoped to complete the second section very shortly. The visitor, after passing through the lofty entrance hall, and being carried upwards by the very latest type of lift, is cordially received in the reception hall. Here the first impression is of modern efficiency, yet with an atmosphere of dignity and good taste. The walls are panelled in oak, the tables have oak tops, and the sofa and chairs have leather upholstery, all on green cellulosed steel frames. The main colour scheme of the beautiful airy offices throughout the building is green and cream, which blends with the dark parquet floors to form delightful surroundings for the large staff



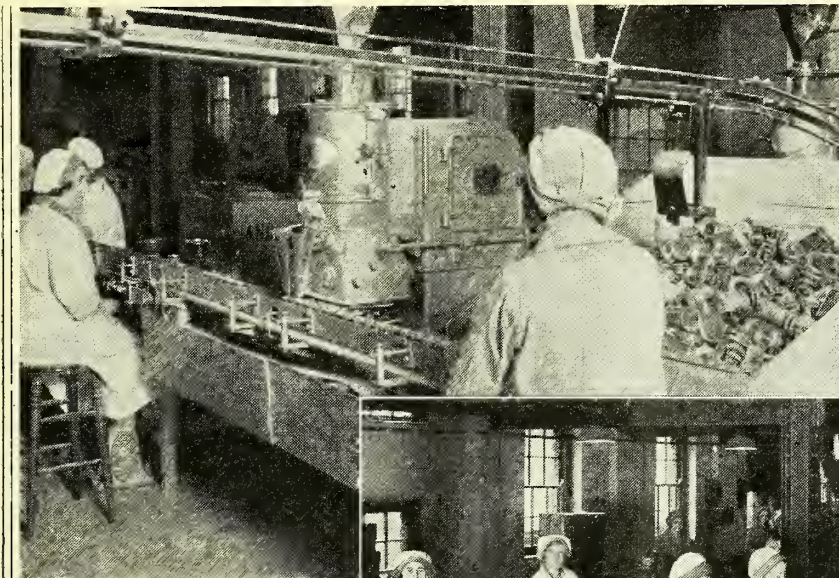
A view in one of the packing rooms

employed. A rapid call through the private automatic telephone exchange, used by the company for internal communication, brings a guide from the factory.

The first department to be visited is the control and research laboratory—the nerve centre of the whole factory—where all incoming ingredients and other materials are tested. Samples from every batch of "Andrews" manufactured are subjected to careful checking, to ensure the maintenance of the very high standards insisted upon. Next, a tour through the tin-making department, where flat sheets covered with the familiar "Andrews" design, from an associated factory near by, are rapidly converted into the well-known green tins by line after line of automatic machines, each of which steadily carries out its job at the rate of 150 tins per minute, while all the time elevators whisk the finished product upwards out of sight on the way to the filling department.

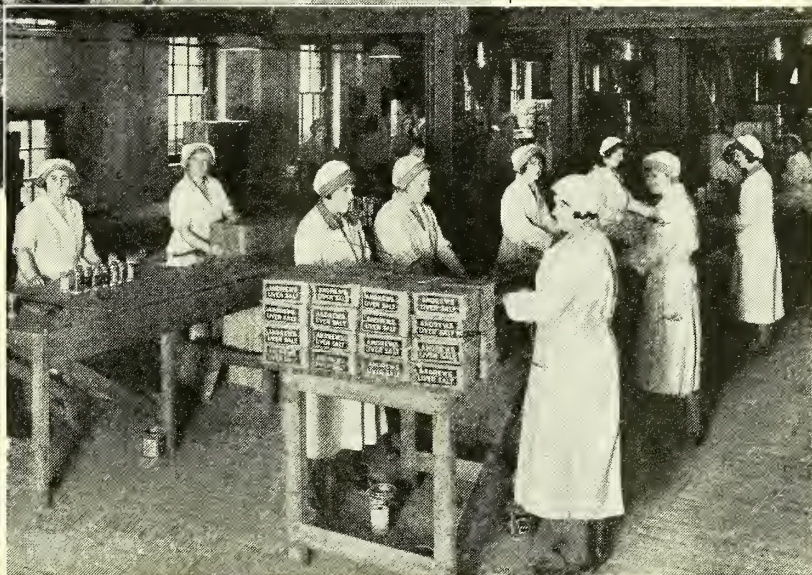
Giant Automatic Plant

Four floors above, the giant automatic mixing and drying plant goes steadily on with its necessary work of supplying the battery of filling machines, on the floor below, with the endless ribbons of beautiful white powder which their hungry activity demands. The powder is conveyed through vertical and horizontal conveyors, which are totally enclosed and kept, as are all parts of the factory, scrupulously clean. In the filling room the tins from the tin-making department, whence they have come by



This automatic machinery packs exact weights of "Andrews" into the tins which flow along in a continuous stream

elevator, pass automatically beneath the filling machines which measure out accurately the weight which is marked upon every tin. Further along the conveyor the tins are supplied with discs and lids, which are first steadied by an almost human finger and are then driven home by a cleverly timed machine which



Below is a suggestion for a window display. The slogan and the map link up to tell an interesting story



also dusts the rims by means of sets of revolving brushes. The tins are then parcelled and placed on chutes which take them to the packing floor, where they, in turn, are placed in the familiar wooden cases which are destined for customers all over the world. On the packing floor are box-making machines of many kinds,

Below are shown some of the packing benches with "Andrews" in the familiar wrapping

operated by girls who are really efficient at their job. Watching, the visitor sees a box taking shape in a twinkling, and a good sound box it is. At the far end of this level are large quantities of packed and labelled cases awaiting despatch, and quite a lesson in geography is possible by reading the varied labels on the cases for such places as India, Australia, New Zealand, South Africa, Egypt, and, of course, numberless addresses throughout the British Isles.

The Most Striking Impression

The visitor's most striking impression, however, concerns not so much the ingenious machinery, but the rather surprising cleanliness which characterises the whole factory. A little reflection, however, shows that this feature is highly desirable in premises where such a product as "Andrews" is made, and although the machine rooms have nothing to do with the salt, it is a great advantage if the tins can be served up in a perfectly hygienic condition. The welfare of the workers is another important point at Andrews House; the girls are of a very good type and are encouraged by good wages, a bonus every half-year and—no piece-work.

As the visit ended the siren blew, and hundreds of smiling girls poured out of the works, their bright and healthy appearance paying tribute to the good work in which they are engaged.

The Photographic Dealers' Association

Delegates' Meeting

THE annual conference of local branch delegates of the Photographic Dealers' Association was held on November 7 in the Hotel Russell, London, W.C.1. There were present ninety-two delegates, including the following officials:—Messrs. D. Foster (president), C. T. Thonger (vice-president), A. Hoare (treasurer), Wallace Heaton (secretary), E. J. Andrews (general secretary).

The president, in giving a *resumé* of the work of the Association since the last annual meeting, referred to the statement of policy adopted by the National Council, and outlined the progress that had been made in carrying out that policy.

THE LETTER FROM THE F.P.M.

The letter which had been received from the Federated Photographic Manufacturers, intimating their resignation from the Joint Council as from January 1, 1935 (see p. 603), had come as a complete surprise to the National Council. Only in July last a Rules Revision Committee had been appointed by the Joint Council to consider desirable amendments to present regulations and procedure. As then arranged, the P.D.A. had prepared its separate memorandum, and it had been expected that the memorandum drafted by the F.P.M. would soon be ready for exchange, preparatory to a meeting of the Joint Committee. Instead of such memorandum, notice was received from the manufacturers of their withdrawal from the existing scheme of maintaining the List of Approved Dealers. The position thus created had been fully discussed at a meeting of the National Council in October, since when two meetings had been held between representatives of the P.D.A. and the F.P.M., also a full meeting on November 5, to which all members of the F.P.M. had been invited to meet the National Council. This meeting had been useful, but had been terminated by the chairman of the Federated Photographic Manufacturers stating that they must adhere to their decision to "give notice of their resignation from the Joint Council, and the cancellation of the arrangements with the P.D.A. implied thereby, such notice to take effect as from January 1, 1935."

THE MANUFACTURERS' EXPLANATIONS

The president stated that the basic principles given by the manufacturers for their action were:—

1. That manufacturers must regain their inherent right to appoint their own dealers.
2. That the Joint Council scheme was opposed to business principles in that it was unreasonable for dealers to be allowed a voice in the appointment of their competitors.
3. That approved dealers had not been sufficiently loyal to the F.P.M.
4. That the Joint Council scheme had afforded a hedge behind which dealers had rested, complaining of irregularities, instead of devising means to promote their photographic business.

Members of the P.D.A. realised, however, that the above were not the sole reasons for the action taken.

Answering these objections, the president stated that the manufacturers had been informed:—

(1) That their decision might have unfortunate repercussions; that they (the manufacturers) needed not less but increasing support from the retail trade in view of other roll films coming on the market. That just as parliamentary legislation restricts individual action for the benefit of the community, so full co-operation between manufacturer and dealer is necessary for the well-being of the photographic trade.

(2) Dealers cannot be expected to be enthusiastic and efficient in a seasonal and "hobby" trade, and go out to expand business, unless the fear of unnecessary competition is removed. If a manufacturer's reasons for a new account are so weak that they cannot overcome the

local opposition, and persuade the Dealers' List Committee, then such application is not worth bringing forward.

(3) Dealers in the main had been loyal. Had the F.P.M. asked approved dealers to restrict sales to F.P.M. products no doubt some satisfactory plan could have been evolved.

(4) The hedge referred to was very poor protection in some respects, for irregular traders had been able to obtain, with apparent ease, considerable quantities of films of certain makes. During the last four years nearly 2,000 accounts, all desired by manufacturers, had been refused by the Dealers' List Committee. Obviously these and many more would have been opened had the Joint Council scheme not been operating. Members of the P.D.A. could not but view the future with concern, and would therefore take all necessary steps to protect their interests.

In concluding his report the president stated that he was of the definite opinion that the Association would emerge from this temporary difficulty a stronger and better organisation than ever before. Such an attitude was confirmed by the unanimous expression of optimism and loyalty contained in the large number of resolutions passed by local branches and already received by head office.

A discussion followed, in which many delegates took part, and the atmosphere created was one of enthusiasm, also of confidence, in the National Council. There was a general expression of opinion that dealers throughout the country should show a united front and that a particular drive should be made to obtain new members; encouraging reports in this direction had already been received, showing that within the last week certain branches had increased their membership.

Replying to some speakers, Mr. Wallace Heaton explained that although the Federated Manufacturers had resigned from the Joint Council, the Joint Council as a trade union still continued to exist.

A large number of delegates stated that their Branch had passed a resolution agreeing to support individual manufacturers who were prepared to support them in regard to the opening of new accounts.

It was agreed that individual Branches should so communicate with the principal roll film manufacturers.

Mr. S. A. Chandler (Exeter) proposed, Mr. H. Mansell (Minehead) seconded, and it was unanimously resolved: "That this Delegates' Conference is of the considered opinion that it is in the best interests of the trade that the Joint Council should continue, in some modified form if necessary, and that the officials of the Association be empowered to appoint a small Committee to negotiate with individual manufacturers with a view to co-operation."

DEVELOPING AND PRINTING BUSINESS

Mr. F. J. Young reported that the Recommended Scale for Developing and for Printing had been re-affirmed for 1935. There were certain amendments proposed however, by the Wholesale Photo Finishers' Association, to the Enlarging Scale; there were read to the meeting. It was resolved to recommend to the P.D.A. Council that the proposed revised prices for enlargements be accepted. Consideration was given to methods of obtaining local and national support to the Recommended Scale. It was reported by several delegates that the form of local agreement between dealers and finishers adopted by the National Council was working satisfactorily in their own area. Consideration was given to a suggestion that a section of the P.D.A. should be formed of Photo Finishers; further that arrangements should be made for the issue of a P.D.A. certificate to finishers whose work reached a standard of efficiency.

Mr. Wallace Heaton then proposed, Mr. Gladstone Adams (Newcastle-on-Tyne) seconded, and it was re-

solved "That a P.D.A. section of Photo Finishers be formed."

LOCAL BRANCH ORGANISATION

Mr. E. J. Andrews (general secretary) reported that the National Council was convinced that the time was ripe for the vigorous advancement of the P.D.A. both in regard to membership figures and organisation throughout the country.

Mr. A. Hoare (treasurer) strongly urged all delegates to do their part in obtaining new members of the Association.

Mr. A. Finnis Attwell (Bournemouth) proposed, Mr. E. Parkinson (Morecambe) seconded, and it was agreed: "That special propaganda be despatched urging all dealers on the Approved List to support the P.D.A. thus showing their desire to strengthen the position of the organised dealers."

Mr. W. Spence Culbert proposed, and Mr. A. Hoare seconded, a hearty vote of thanks to the president, Mr. D. Foster, for so ably conducting recent proceedings. This was carried with acclamation—Mr. Foster suitably responding.

Manufacturers Resign from Joint Council

The following is the text of a letter which has been sent to all approved photographic dealers by the secretary of the Federated Photographic Manufacturers:—

"For some considerable time the Federated Photographic Manufacturers have realised that the administration of the Joint Council is not operating in the interests of the photographic industry. During the last twelve months the manufacturers have spent a vast amount of time in earnest consideration of the whole position. The outcome of these discussions and the findings of the various committees delegated to investigate the position have been definite upon two points:—

(1) The working of the Joint Council Regulations is unsatisfactory and cannot be successfully continued.

(2) That, after exhaustive study of alternative schemes, the Manufacturers are unable to find any alternative to the complete cancellation of the Joint Council Regulations.

Accordingly, the Federated Photographic Manufacturers have given notice of their resignation from the Joint Council, such notice to take effect as from 1st January, 1935. May I remark that this resignation from the Joint Council does not in any way disturb the conditions of sale and of price maintenance imposed by the manufacturers, and that strict observance to the conditions of sale which appear upon the manufacturers' invoices and which include conditions in respect of the maintenance of prices, will be required, as heretofore."

This decision is of considerable importance to chemists, as are also the communications we have received from individual manufacturers regarding their future policy towards the retail trade:—

Agfa Photo, Ltd.,

The company desire to assure the trade of their complete goodwill towards the legitimate photographic dealer, and to announce that their selling policy will remain unchanged. As regards the wholesale trade, unless previous permission has been obtained from the company, their goods cannot be supplied to any person, firm or company other than those to whom the wholesaler is sending goods at the present time in accordance with the rules of the Joint Council. Messrs. Agfa ask for co-operation in seeing that this condition is adhered to as in future it will be one of the conditions of sale.

Ensign, Ltd.

The company will continue to operate their own strictly limited list of "Approved Ensign Dealers" and restrict supplies of Ensign cameras, films and accessories to dealers upon that list. They will also continue rigidly

to enforce the maintenance of the retail selling prices of all such goods.

R. F. Hunter, Ltd.

As far as this company is concerned, dealers throughout the country need not fear, for we have always prided ourselves on having protected their interests in the past, and this policy will be definitely continued in the future.

Ilford, Ltd., and Selo, Ltd.

These companies have not yet published any statement with regard to their policy, but inform us that there is no intention on their part to act in any way detrimental to the interests of the existing dealers who have so loyally supported their products in the past. There is no indication of any intention, nor is there any desire, to increase widely the means of distribution of roll films, and as far as prices are concerned the decision of the F.P.M. does not affect this. The conditions of sale and prices will be henceforth as in the past.

Kodak, Ltd.

Our policy aims at the protection of Kodak dealers, and is directed to further their interests by the restriction of accounts to live dealers and by the conservation of photographic trade in the hands of those who help to create it. Kodak policy is against the dissemination of photographic business among irresponsible traders. Kodak policy aims at the increase of camera sales by our dealers as a vital point in the creation of amateur photographers leading to increased consumption of our sensitised products. Accordingly, our desire is for the restriction of the number of distribution points rather than their increase; for the support of live and active dealers in each district; and the protection of the interests of such dealers to the fullest extent. We shall continue to operate on a restricted list of distribution points. No new dealer accounts will be opened by us where our representation is effective and the interests of existing dealers will be at all times studied. . . .

E. Leitz (London)

We wish to inform you that the resignation of the manufacturers from the Joint Council of the F.P.M. and P.D.A. will not affect our selling policy. We are only granting trade terms to *bona fide* photographic dealers.

Pathoscope, Ltd.

It has always been our policy to do our best to protect the interests of our dealers, being convinced that by doing so we foster our own interests. It has always been our policy, too, to sell our products through *bona fide* photographic dealers, and it is only in very exceptional circumstances that we have agreed to our products being distributed by retailers other than photographic dealers. As a matter of fact, and as our customers very well know, we have refused to give trade terms to a number of piano and radio dealers, music publishers, and so on, when several firms of cine manufacturers thought advisable to do so. Photographic dealers answer by giving us their most valuable co-operation.

Peeling & Van Neck, Ltd.

We would assure your subscribers that so far as we are personally concerned, there will be no change in our policy, nor will the change affect in any way our recognition of the position of accredited dealers.

Zeiss Ikon, Ltd.

Everyone will realise that we are mainly camera manufacturers, and as such we have never felt the necessity nor had the desire to open accounts outside the approved list of dealers. In our experience this list is already extensive enough; in fact only a small percentage of the names thereon are suitable as selling points for high-class goods such as those we have to offer. Our trading policy will therefore not be influenced in the slightest degree by the altered trade arrangements.

Trade Notes

HAZELINE SNOW.—Burroughs Wellcome & Co., Snow Hill Buildings, London, E.C.1, have issued two new Hazeline Snow showcards which admirably succeed in



conveying the impression of delicacy and refinement associated with this product. Copies of the showcards will be forwarded on request.

GELASIL is an oiled-silk substitute supplied by Gelaphane, Ltd., Severn Road, Gloucester.

NUMOL, LTD., Newcastle-on-Tyne, are offering a rubber floor mat on certain orders for Homoclea and Pinelyptus pastilles. Further details are given elsewhere in this issue.

A JUBILEE CELEBRATION.—Edwards Harlene, Ltd., Lamb's Conduit Street, London, W.C.1, the proprietors of a number of well-known toilet preparations, celebrate their fiftieth anniversary this week. Mr. R. G. Edwards, the founder, still personally controls the business.

TWO USEFUL PUBLICATIONS.—Evans Sons Lescher & Webb, Ltd., Hanover Street, Liverpool, have issued a useful brochure describing the medical products manufactured at their Biological Institute at Runcorn.—The company have also published a new (third) edition of "The Book of the Rat."

A copy of either of these publications will be sent to chemists who write for them.

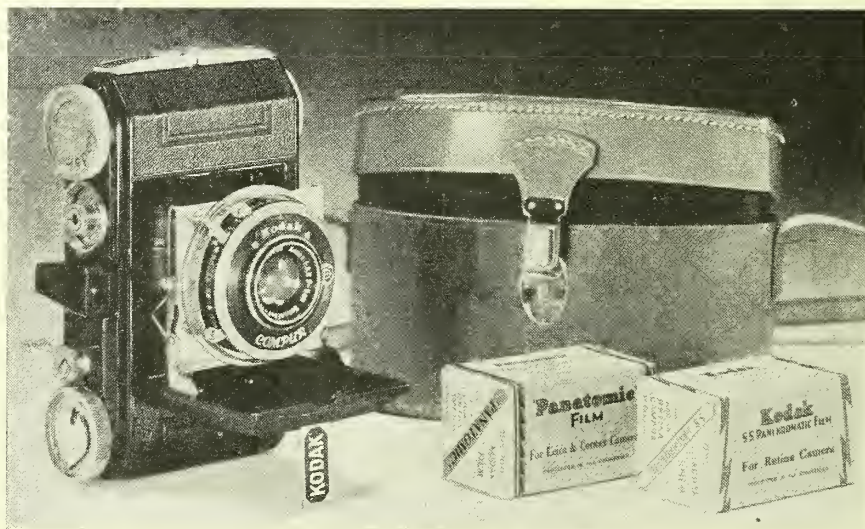
VINOLIA CO., LTD., Bebbington, Cheshire, have published a nicely illustrated folder relating to their lines suitable for Christmas gifts. The retail prices are given so that the list can be handed to customers.

A MASSAGE SHAVING BRUSH.—G. B. Kent & Sons, Ltd., 75 Farringdon Road, London, E.C.1, have introduced a shaving brush which should make a special appeal. At the end of the handle is attached a rubber massage brush so that the lather can be rubbed right into the roots of the beard.

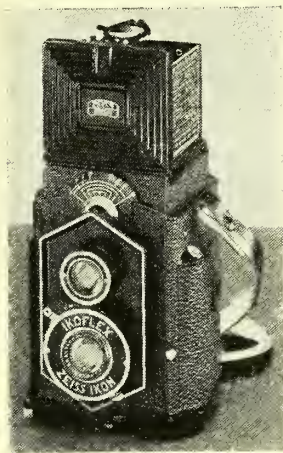
IOZO PRODUCTS, 61 Maple Street, London, W.1, have drawn our attention to a preparation they are placing on the market under the style of Iozo brand cream. This is stated to have a high iodine content, to be white in colour and absolutely stainless. It is for use in the treatment of rheumatism, ringworm and similar ailments. The cream is packed in pots of attractive design, and half a dozen are supplied in a display outer.

A CASH REGISTER QUEST.—The National Cash Register Co., Ltd., 225 Tottenham Court Road, London, W.1, attain their golden jubilee this month, and in connection with the event the company is anxious to know who, in Great Britain and Ireland, is using the oldest National cash register. Retailers using particularly old models are invited to write, giving factory number, date of purchase and any other information which would help to identify the oldest machine. The oldest National which can be located still in the possession of the original purchasers or their business successors will be exchanged by the N.C.R. Co. free of charge for the most up-to-date model National cash register suitable for the business concerned.

KODAK'S NEWEST CAMERA.—Kodak, Ltd., Kingsway, London, W.C.2, have sent for our inspection a high-precision miniature camera which they are introducing under the name of The Retina. This remarkable new model is fitted with a Schneider Xenar f3.5 anastigmat lens in a standard compur shutter. Duplicate focussing and aperture scales run round the rim of the shutter, so that one scale is always visible however the camera is held. The shutter has a new piston-type release as well as one of the regular lever type; one is always handy to the finger. The Retina has the immense convenience of taking 36 pictures each of approximately 1½ in. by 1 in. at a single loading on 35 mm. Kodak film. This is supplied in new daylight loading and unloading light-trapped cassettes in either of the superfine grain Panatomic or Super Sensitive Panchromatic. Consecutive numbers appear in the margin opposite each "frame" when developed, so that prints and enlargements can be ordered by number from the uncut strip of film. Sighting is made easy by an ever-ready optical direct-vision viewfinder of the tubular type that excludes all extraneous light and gives a perfectly clear and brilliant image. An automatic exposure counter registers the number of exposures as they are made from 1 to 36. The film can be turned on in a second or two and is stopped automatically in the right position for each successive picture.

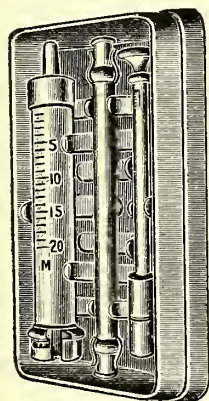


A NEW ZEISS CAMERA.—Zeiss Ikon, Ltd., 37 Mortimer Street, London, W.1, have placed on the market a new camera which is called the Ikonflex. This is a beautifully made twin



lens apparatus for taking pictures $2\frac{1}{4}$ in. by $2\frac{1}{4}$ in., the view finder being corrected for paralax. Focussing is by helical lever movement on the lens mount with an automatic depth of focus scale. The hood is self-erecting, with a magnifier for accurate focusing. There is an automatic film winding arrangement, the exposure indicators being arranged for both metal and wood core spools. The lens equipment available is $f4.5$ or $f6.3$ and the price is such as to make this camera particularly attractive. By using $3\frac{1}{4}$ in. by $2\frac{1}{4}$ in. roll film twelve exposures are obtained.

LASTONET BANDAGES.—The Medical Supply Association, Ltd., 167 Gray's Inn Road, London, W.C.1, are the distributors of Lastonet bandages, and offer to send a free sample to chemists on request. Lastonet is the name given to a bandage made from Lastex yarn, and woven in the form of a light yet strong net. It has all the supporting qualities of crepe bandage, with considerably more elasticity, which latter characteristic is retained even after washing. Writing to us regarding this product the company state: "Compared with crepe bandage, the new Lastonet is in bulk less than a quarter of the weight, with a consequent increase in the comfort of the user. It is also extremely adaptable to the enveloped limb. In substance Lastonet is a pure net, allowing free ventilation through the interstices, and since it permits of, say, a sprained ankle being bound up tightly and comfortably without bulk, the patient can wear over the bandage their ordinary garments and shoes. It is particularly appreciated by ladies suffering from varicose veins, since the bandage can be applied to the leg and yet remains practically invisible under an ordinary silk stocking."



HYPODERMIC SYRINGES.—The General Surgical Co., Ltd., Gensurco House, Rosebery Avenue, London, E.C.1, are offering British-made hypodermic syringes in the manufacture of which particular attention has been paid to precision fit of the piston, annealing to stand sterilisation, hermetically sealed joints, and accuracy of calibration. Some details of the manufacture of these articles are as follows:—The glass barrel, which is the body of the syringe, is placed in the annealing oven and subjected to a heat treatment at a temperature of 500°C . in order to render the glass thoroughly homogeneous and eliminate any self-strains induced by manufacture. Special machines are employed for calibration and the greatest care is taken to ensure that the graduations are absolutely accurate. The metal mounts are cemented to the glass graduated barrels with a special alloy solder, the properties of this material having as near as possible the same expansion co-efficient as the glass, thus, during sterilisation the expansion and contraction of the glass and metal are approximately the same, and breakages are avoided.

Trade-Mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1934, p. 304.

(From "The Trade Marks Journal," November 7, 1934.)

- "COOPER PRODUCT" on circular design incorporating shield and words "I Undertake and I Perform"; for goods (2). By Cooper, McDougall & Robertson, Ltd., Ravens Laue, Berkhamsted. 552,354. (Associated.)
- "BRASSISAN"; for chemists (2). By Bayer Products, Ltd., 31-34 Basinghall Street, London, E.C.2. 554,601.
- "CINAGRO"; for fertilisers (2). By R. A. Munro & Co. (U.K.), Ltd., 116 Hope Street, Glasgow. 554,731.
- "FISSAN"; for medicinal chemicals (3). By Fissan Export Co. Julius Bloch & Sohn, Mainzer Landstrasse 65, Frankfurt a/Main, Germany. 551,834.
- "MAORI BALM"; for massage cream (3). By G. G. Goodman, 112 Granville Road, Blackpool. B551,995.
- "PNEUBRON"; for cough mixture (3). By Proprietary Prescriptions, Ltd., 4 Vernon Place, London, W.C.1. 553,161.
- "BOJESTON"; for a preparation for indigestion (3). By Scott & Turner, Ltd., 4 Gallowgate, Newcastle-on-Tyne. 553,871. (Associated.)
- "BISMOTERRAN"; for preparations for acidity, etc. (3). By Home Pharmacies, Ltd., 8 Phoenix Street, London, N.W.1. 554,730.
- "NEGALUXE"; for photographic apparatus (8) and for photographic paper (39). By Ilford, Ltd., 23 Roden Street, Ilford, Essex. 554,444/445. (Associated.)
- "ARCASOL"; for photographic paper, etc. (39). By Kalle & Co. A.G., 23 Rheinstrasse, Wiesbaden-Biebrich, Germany. 553,688.
- "BLAZONICA"; for perfumery, etc. (48). By Lee & Fleming, 179 New North Road, London, N.1. 553,790.
- "BRUNEX"; for shampoos (48). By Health & Cosmetic Products, Ltd., Warwick Street, London, W.1. 553,168.
- "CUTYLENE"; for toilet preparations for wrinkles (48). By F. A. Ringer, 20 Queen Street, Hammersmith, W.6. 554,154.

Coming Events

This section is reserved for advance notices of meetings or other events. These should be received by Wednesday of the week before the meetings, etc. occur.

Tuesday, November 20

- Pharmaceutical Society of Great Britain, Eastbourne and District Branch, Terminus Buildings, at 8 p.m. Annual general meeting.
- Pharmaceutical Society of Great Britain, North Metropolitan Branch, North Library, Manor Gardens, Holloway Road, London, N.7, at 8.30 p.m. Mr. C. E. Corfield, B.Sc., on "The British Pharmaceutical Codex, 1934."
- Photographic Dealers' Association, South-East London Branch. Opening meeting.

Wednesday, November 21

- Guild of Public Pharmacists, 17 Bloomsbury Square, London, W.C.1. Dr. J. Stanley White on "The Sex Hormones."
- Guild of Public Pharmacists, Manchester Branch, Smallman's Café, Moulst Street, Cross Street. Whist and bridge drive. Tickets 1s. 6d. each, including supper.
- Reigate, Redhill and District Pharmacists' Association and Branch of the Pharmaceutical Society, Red Lion Hotel, Coulsdon. Annual dinner and dance, reception, 7 p.m. for 7.30 p.m., tickets 9s. 6d. single, 18s. double.
- Middlesbrough and District Pharmacists' Association. Trocadero Café, Middlesbrough, at 7.45 p.m. Whist drive.

Thursday, November 22

- Liverpool Chemists' Association and Branch of the Pharmaceutical Society, Royal Institution, Colquitt Street, at 8 p.m. Mr. C. E. Corfield, B.Sc., on "The British Pharmaceutical Codex, 1934."

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"Atoetine
Sedist,
London."



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1141

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"JOHN BELL BRAND"
COLD CURE CAPSULES.
For Influenza and Common Cold.

A good selling Winter line.

Send for Sample box and particulars,

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**To help
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Winter
Sales**

Here are two ENO showcards designed specially for the Winter Season. Both are printed in attractive colours, which will greatly enhance your window as well as increase your sales of ENO.

If you have not already received either of these showcards, please send immediately to :

J. C. ENO, LTD.
160 Piccadilly, W.1



90 % S. V. R. 95 %
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FOR
Write for Prices **TINCTURES**
JAS. BURROUGH LTD. 1 Cale Distillery,
LAMBETH, S.E.11

Felsol

(Regd.)

for

Asthma

Continuous Propaganda conducted
with the Medical Profession.

P.A.T.A. terms upon request.

BRITISH FELSOL COMPANY, LTD.
15, CAROLINE STREET, LONDON, W.C.1

"Ty-phoo" TEA (Owned by
Sumner's "Ty-phoo" Tea Ltd.
Birmingham)

is the rare "leaf-edge" tea which doctors throughout the country are now recommending to patients with whom ordinary tea disagrees.

Applications invited for sample and terms for what is claimed to be

"The best paying line in the trade"

(This Company is not connected
with any other House)

(21½% on selling price)

C.M.X.
ANTISEPTIC.

Chloro-Meta-Xylenol in a Saponaceous Solution of Essential Oils.

A potent non-toxic, non-irritant and stainless germicide. Possesses a high bactericidal value and is employed for obstetrical and surgical purposes, also for use as a general disinfectant.

Retail Price: 4 oz. bottle 1/-; Winchester (½ gal.) 7/6
Wholesale Price: 4 oz. 7/- per doz., Winchesters 60/- per doz.

Attractive Showcard and Literature supplied.

IVESTRON
(REGISTERED)
COMPOUND LIVER EXTRACT

A palatable and effective hæmatinic of particular value in the treatment of pernicious anæmia and in anæmias due to defective nutrition.

Price: 4/6 per 8 oz. bottle; 16 oz., 8/6. In bulk 8/- per lb.

WYLEYS Ltd.
COVENTRY
ESTABLISHED 1750.

THE CHEMIST AND DRUGGIST

VOL. CXXI. November 17, 1934 NO. 2858

The Need for Local Associations

It is safe to assume that the chief object of the founders of the Pharmaceutical Society, in formally constituting that association, was to protect the interests of those who carry on the business of chemists and druggists. In deciding to provide for sufficient education and a benevolent fund, they were only dealing with specific points in respect of which protection, direct or indirect, was needed, and we have no doubt that the main object of the association was intended to be protection against infringement of then existing privileges and the provision of safeguards against control by extraneous jurisdiction. For the greater part of a century these have continued, in theory at least, to be the primary reasons for the Society's continued existence; but subtle changes in the outlook of those in whom control of the Society's affairs has been vested have led to educational developments receiving chief attention, while national needs in the matter of restriction of the sale and distribution of poisons have also had their share in reshaping the destinies of the national representative body of the retail drug trade. Members of the Society have grown almost to regard the body to which they belong as something apart from themselves, the reason for this doubtless being the gradual but sure conversion of what was originally entirely a voluntary trade organisation into a sort of sub-department of State. By the passing of the Pharmacy and Poisons Act, 1933, that process of conversion has been hastened rapidly, and we find little or nothing in that measure to remind us of the aspirations of the founders of the Society, as reflected in the Charter.

A Changed Outlook

The duty of protection seems thus to be passing from one representative body to another, and this fact appears fully to justify our recent contention that there is still work for local associations of chemists to do. Neither the Society nor the Union can claim to be so fully inclusive of different interests as can the local associations, and we feel no hesitation in suggesting that the revival and continuance of those bodies may well prove to be the salvation of chemists and druggists as a class. There is a disposition to assume that the need of them has vanished with the coming into existence of branches of the Pharmaceutical Society, and that the latter may be regarded as representing identical interests. This, however, is far from indicating the true position, and it is only the fact that the branches have been subsidised from headquarters that has ensured for many of them continued existence. Comparison of the business transacted at their meetings with that of the associations impresses us largely with its futility, and the programmes of many branches reveal a constant endeavour on the part of those responsible for the

disbursement of the subsidies to provide entertainment for those who care to attend meetings, rather than to seek how to ensure the advancement of pharmacy as a business and a professional occupation. In some districts, it is true, local associations seem to have lost their grip; but the branches of the Society in those districts are far from making up what is lost by the absence of a really active association.

The Present Needs

What the present needs of the retail drug trade call for is the increased activity of live local associations, the revival of those which are now more or less dormant, and some means of linking up the various associations in case of need. Many years ago there was a Federation of Local Associations; this served a useful purpose, and had a remarkable stimulating effect in developing the organisation of the Pharmaceutical Society. While not now suggesting the revival of this informal organisation, we commend to existing local associations the planning of their work on a distinct basis, and the maintenance of their independence by making suitable provision for meeting all their expenses without being in any way under obligation to the grants made to the Pharmaceutical Society's branches. Let us foster the independent local association.

The Pharmaceutical Society's Examinations

As our report of the November Council meeting of the Pharmaceutical Society showed (*C. & D.*, November 10, p. 586), Sir William Willcox, the Government visitor in London, made in his report to the Privy Council a caustic remark on the botany results in the Preliminary Scientific and Qualifying examinations. Mr. Hardy was anxious about forensic pharmacy, in which subject, said Mr. Linstead, twenty-four out of 240 failed in London, but in Edinburgh all the ninety-two candidates passed. No true criticism from the members of Council arose on either point. Perhaps the draft Poisons Schedules and Regulations, and the projected palace for pharmacy, have disturbed the pharmaceutical balance on the Council. But the Board of Examiners' report on the examinations in London during the past year, which we have read, shows that all is not well. In botany no help is given beyond the same old platitudes; in chemistry the examiners say that many candidates are unable to weigh accurately on the usual type of analytical balance, and suggest that candidates generally show superficiality in writing down answers. In physics the notebooks indicate insufficient accuracy in the schools, while several candidates scramble through an experiment. Pharmacognosy examiners exhibit a wise caution and do not say much. Pharmacy examiners would appear to be disillusioned; their expectation of super-pharmacy from systematic scholastic training has vanished, as the position is not materially better than in the bad old days, although posology and practical work were good. The pharmaceutical chemistry examiners tell us that mistakes in arithmetic are far too common—and this after the serious effort to raise the Preliminary standard to Matriculation level. These comments naturally raise the question whether the candidates cannot answer plainly, whether the examiners cannot ask a plain question in understandable English, whether the scholastic training is too casual, or whether there is too much hurry in assessing papers.

Personalities

A CERTIFICATE OF NATURALISATION has been granted to O. Stern, medical practitioner, 626 High Road, Tottenham, London, N.17.

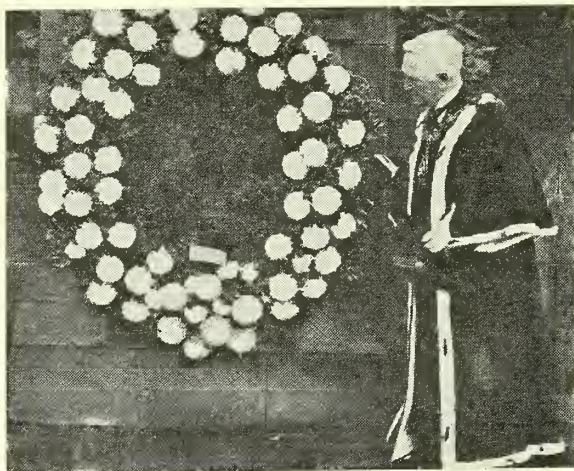
MR. W. Y. ORTON, M.P.S., F.S.M.C., F.B.O.A., Wingate, co. Durham, was installed on November 7 as Worshipful Master of the Caradoc Lodge, No. 4749.

COUNCILLOR ARTHUR J. GILLIAN, general secretary of the Chemical Workers' Union, has been elected chairman of the public health and sanitary committee of the South-wark (London, S.E.) Borough Council.

MR. D. DRUMMOND, chemist and druggist, Great Yarmouth, has recently given an address on "The Romance of Poisons" before the Yarmouth Naturalists' Society, of which he has been a member since its formation. Mr. Drummond classified poisons and described their physiological effects.

MR. CHARLES DAVIS, M.P.S., Leamington Spa, who has been elected an alderman of the Borough, is secretary of the Warwickshire Branch of the Pharmaceutical Society and of the Warwickshire Branch of the N.P.U. and the local Pharmaceutical Committee. Mr. Davis has been chairman of the Spa music committee for the past eight years.

THE following pharmacists are among the Mayors elected on November 9:—Alderman F. W. Bates, M.A., Stretford; Alderman C. A. Critchley, Ph.C., Blackburn (re-elected); Alderman J. T. Fleet, Rugby; Miss A.



ALDERMAN C. A. CRITCHLEY, PH.C., MAYOR OF BLACKBURN, PLACING A WREATH ON THE LOCAL WAR MEMORIAL ON ARMISTICE DAY

Gilliatt, Ph.C., Fulham; Mr. E. A. Onyon, Eye (fourth term of office); Mr. H. S. Turner, St. Ives, Huntingdonshire (third term of office); Alderman W. F. Young, Liskeard (re-elected).

Marriages

ANDERSON—GORDON.—At Caledonian Hotel, Aberdeen, on November 1, Charles Anderson, chemist and druggist, Maud, to Nora Gordon.

JOHNSON—TETLEY.—At St. John's Church, Maserburgh, Rotherham, on November 8, Eric Edward Johnson, chemist and druggist, to Gwenneth Tetley.

O'FLINN—SCRIMSHAW.—At St. Joseph's Church, Elm Grove, Brighton, on November 5, P. A. O'Flinn to Constance Scrimshaw, chemist and druggist.

Deaths

DUGAN.—At 57 Braemar Place, Aberdeen, on November 4, Helen Elizabeth Brand ("Nellie"), beloved wife of Mr. Hugh M. Dugan, chemist and druggist.

HICKMAN.—On October 31, Mr. Frederick Hickman, retired chemist and druggist, Porchester Road, Newbury, aged eighty-eight. Mr. Hickman was the second son of the late Alderman Joseph Hickman, who was four times Mayor of the borough, and he carried on for many years the pharmacy in the Market Place established by his father in partnership with the late Mr. Benjamin Metcalf.

JENSON.—At Edgbaston, Birmingham, on November 1, Mr. Alexander Benjamin Jenson, Ph.C., aged sixty-seven.

JONES.—At Church Stretton, recently, Mr. Thomas Mantle Jones, chemist and druggist, aged eighty-one. Mr. Jones carried on business at Cleobury Mortimer, where he served on the Parish Council and in other capacities.

LISTON.—On October 26, Mr. Samuel Liston, chemist and druggist, 280, Fulham Road, London, S.W.10, aged forty-six.

MAIN.—At "The Moraine," Polwarth Road, Aberdeen, on November 6, Mr. William Thurburn Main, chemist and druggist. Mr. Main qualified in 1922.

ROBERTS.—At his residence in London, on November 9, after a brief illness, Mr. Robert Roberts, Ph.C., founder of the firm of The Prosser Roberts Co., 13 Church Street, Camberwell, S.E.5, aged seventy-three. Mr. Roberts was trained at Bloomsbury Square School of Pharmacy under Professors Atfield, Bentley and Redwood, and established his businesses in South London in 1885. The funeral took place at Llangynidr, Breconshire, Mr. Roberts's native place.

SMALLMAN.—At Brighton, on October 25, Mr. Frederick Richard Smallman, chemist and druggist, aged sixty-six.

WALSHE.—Recently, following an operation in Dublin, Mr. Dominic Walshe, P.C., L.P.S.I., Swinford, co. Mayo, aged fifty-three. Mr. Walshe carried on business at Swinford for over twenty years.

Wills

MR. MARK FREDERICK BURGIN, 2 Queen Anne's Road, York, pharmaceutical chemist, who died September 5 last, aged fifty-eight, left estate gross value £24,788, with net personalty £23,620.

MR. LIONEL GEORGE WOOD, The Castle Pharmacy, Danganwy, Carnarvon, chemist and druggist, who died August 27 last, aged fifty-three, left estate gross value £4,886, with net personalty £2,029.

MR. HAROLD WYATT, J.P., 223 Stanley Road, Bootle, Lincs, chemist and druggist, president of the Liverpool Chemists' Association, who died May 22 last, aged seventy-one, left estate gross value £3,526, with net personalty £2,822.

Information Department

INFORMATION WANTED

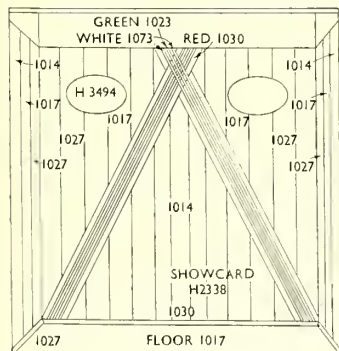
| | |
|-------------------------------------|-----------------------------------|
| L/26. Beetroot oil (English source) | F/12. Nagnol |
| T/25. Buo-vocitrine | S/21. Mongolia pills and ointment |
| C/12. Calso products | B/41. Rock tartar |
| W/14. Casarol | F/14. Silkeen |
| A/14. Halmaline brand of milk | S/71. Wax treatment for arthritis |
| W/12. Mil-serol | |

Getting the Christmas atmosphere

IN the five clear weeks remaining before Christmas there is much to be done in the matter of window dressing and decoration if the pharmacy is to attract a satisfactory portion of the extra seasonal business. Many of our readers will have completed their Christmas buying, and can therefore turn their attention to the more difficult problem—selling. Members of the public are out to spend, but they also seek good value, so that the chemist's first consideration is the appearance of his windows. For the purpose of this article two Christmas displays have been built up in the C. & D. model window, one (illustrated on this page) devoted to a range of sundries, and the other (shown on the next page) to coffrets and similar products. Each display is provided with the usual colour key which indicates the numbers of the crêpe paper used for backgrounds and decoration; these numbers, on this occasion, refer to the current list of J. C. King, Ltd., 40-60 Goswell Road, London, E.C.1. The colour keys indicate also the number of the stock showcards used in the displays.

The Sundries Window

The two displays illustrated are designed on simple lines and are offered, not as examples of advanced display practice, but rather as suggestions to help the average chemist to make the most of his existing display facilities.



Display and decorations by J. C. King, Ltd.

The sundries display is built up from a range of sundries made available by courtesy of Butler & Crispe, 80-84 Clerkenwell Road, London, E.C.1. The selection includes brushware, razors, sprays, hot water bottles, holdalls, puffs—in fact, examples from the general run of sundries suitable for sale as Christmas presents. The fittings and decorations were all supplied by J. C. King, Ltd.; the former comprise, at the sides of the window, telescopic metal display pedestals (H3230) and the

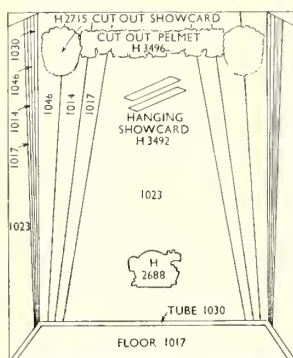


appropriate shelves, and in the centre display stands from King's Minerva series. This series of modern metal display stands is well worthy of examination by chemists; the range includes a wide variety of designs each tending to make the display distinctive. For perfumery and allied products these stands appear to be ideal. The showcard (H2338), used at the front of the window, and illustrated separately below the display, measures 10 in. by 7½ in.; it is a cut-out with blue lettering on a white ground, the horseshoe being gold and the holly ornamentation in natural colours. The two showcards (H3494), at the top of the window, measure 15 in. by 9¾ in., and are covered with silver tinsel on a bright scarlet background. The sides of the window are decorated with artificial holly. The crêpe paper background may be followed, of course, by reference to the colour key.

The Perfumery Window

This display was built up on a display set which has not previously been used in the

Display and decorations by J. C. King, Ltd.



C. & D. model window. The final appearance of the window, with its complete absence of cumbersome fittings, suggests that here is a system which could be used with advantage in the pharmacy. The system employed was King's Erecto metal display unit builder, by means of which an artistic show can be made without having to obscure the window background. The Erecto units are strong, yet neat in appearance, and place at the window dresser's disposal a varied range of display stands. Glass shelves which have been put on one side can be used effectively with these units, bringing the display equipment up to date. The brightness of the units may be maintained by an occasional rub with a dry duster. Briefly, the units comprise "angles" for connecting glass shelves and "bases" to carry glass uprights. With a set of these units,



This cut-out showcard is one of J. C. King's "Glitter" series (H 2688). The background is silver and black, with red lettering. Size: width, 12 in., depth, 8 in.



some glass shelves, and a little ingenuity, there is hardly a limit to the number of different stands which can be made. The fact that it is difficult to see the stands in the display is one of the greatest advantages of this method. At the top of the window is an attractive row of papier maché "silver" bells, ornamented with silver tinsel on a background of green tinselled leaves; the size of this decoration is 39 in. long by 7½ in. deep, and its catalogue number is H3496 (the decorations in this window were also loaned by J. C. King, Ltd.). At each side is a cut-out papier maché showcard (H2715), with an embossed green border with red berries and ribbons encircling wording in silver tinsel. The other cards comprise (top) a cut-out (H3492) with letters covered in silver tinsel on a bright scarlet background (15 in. by 5¾ in.), eyeletted and corded for hanging; and (bottom) the "Seasonable Gifts" card illustrated and described separately. The crêpe paper dressing in this window has been kept on simple lines; the colours may be followed by reference to the colour key. The goods shown in the window comprise, in the main, a range of coffrets by several well-known manufacturers. Usually, coffrets are difficult subjects from the window dresser's viewpoint. A large, and for display purposes useless, portion of the article is the lid; the case must be shown open so that the contents may be appraised and the inside of the lid takes up valuable space. The only way to utilise the apparently wasted space is to use the open lid as a means of supporting an object such as a handkerchief puff.

Seasonal ★ ★ Decorations

THE variety of display novelties specially produced for the Christmas season is such that no chemist need be without some sort of decoration for his window or the interior of his pharmacy. That Christmas novelties appeal to the public there is no doubt, but care is required in their selection so that they may be appropriate to the business. Among the stock designs suitable for chemists are posters, showcards, hanging cards, pelmets, artificial flowers, tinsel strings, electric lighting novelties, cut-out figures, etc. In most of the designs red and green are the predominating colours, and on this and the following pages are illustrated selected examples from the ranges of several well-known manufacturers. In each case the maker's name is given, together with the number of the particular design, its colour scheme and size.

Christmas Posters

In the wide range of posters available this year are many good examples incorporating the slogans "Christmas Presents," "Christmas Gifts," "Yule-tide Presents," "Give Something Useful this Christmas," etc. A particularly useful slogan on one poster is "Have you forgotten anybody?" and of course many posters use the "Shop Early" theme. It is rather difficult, sometimes, to select the best position in a pharmacy for a poster measuring, say, 30 in. by 20 in., and it is not a bad plan to place a poster board, of the type used by newsagents, outside the window or door, changing the poster once or twice during the Christmas period.

Showcards

The range and variety of Christmas showcards is so great that it becomes difficult to select typical specimens. Cut-out designs appear to be popular, judging from the large number of cards of this type available. Some of the slogans are of interest—"Don't pay the penalty of shopping late—and finding the best gone" is an example. "Buy your presents here and now" is another useful selling message if only on account of its directness. Price tickets should not be forgotten, and a seasonable appearance

Right, two small cut-out showcards with letters covered in silver tinsel, and a red and green holly border. Size, $4\frac{3}{4}$ in. by $2\frac{1}{2}$ in. J. C. King, Ltd. (H 3491).



can be given to these by using Christmas bordered blanks and filling in the prices.

Decorations

Among the decorations suitable for use in the pharmacy are bells in various forms, aluminium foil festoons, crêpe paper festoons, tinsel string, festoons of electric lamps, fancy lampshades and paper garlands. One of the most attractive and suitable means of decoration is by the use of artificial flowers. For example, artificial holly and mistletoe trails and sprays can be utilised to brighten the appearance of the window and counter, and to give that typically Christmas atmosphere.



Above, three cut-out showcards by Clements, Newling & Co., Ltd. Sizes and numbers, left to right, $18\frac{1}{2}$ in. by 12 in. (C 535); 16 in. by $12\frac{3}{4}$ in. (C 540); $19\frac{1}{2}$ in. by $12\frac{1}{2}$ in. (C 539). All in attractive colours.

Right, a selection from J. C. King, Ltd. Top card, a cut-out showcard in red, green, gold and black on a silver background. Size, 12 in. by 9 in. (H2722). Oval card, cut-out showcard covered with silver tinsel on a bright scarlet background. Size, 15 in. by $9\frac{3}{4}$ in. (H 3494). Cut-out cards, chromium-plate finish (H 2868-2) and (H 2868-1). $12\frac{1}{2}$ in. by $3\frac{1}{4}$ in.



Christmas Sales *can* be Increased

By Chandos Bidwell

★ ★ ★

EVERY chemist is aware of the special opportunities occurring at the Christmas season for extra profit-making. It is not enough, however, merely to show gift lines, and the chemist must definitely link those lines with the gift lists which are in every handbag and many a wallet. Consider Christmas advertising. Even those who do not normally buy space must do so in December. And they should bear in mind that many of those who scan advertisements at this time of year do so with but one thought in mind—the solution of the gift problem. Let advertisements, therefore, be “Suggestions for Your Gift List.” Under such a heading, one chemist last year had “copy” on the following lines: “What shall I give for Christmas” is the thought uppermost in every mind to-day. The suggestions below will demonstrate how simple it is to make your choice speedily—at The — Pharmacy.” Then followed a number of suggested gifts grouped under price headings.

A Snow Storm Suggestion

Such advertising is bound to bring results. To catch the gift hunter's eye, a picture of a greeting card might be set at an angle across the corner of the advertisement. It should read “I know this will please you. . . . Wishing you a very jolly Christmas.” Even a border of holly round the advertisement, or a picture of Father Christmas, or a Christmas tree at the top, makes the gift appeal effectively. Christmas windows, also, must assure the passers-by that



Two Christmas tickets from Dudley & Co., Ltd. (No. 15698). Size, about 4½ in. long by about 2 in. wide.



Top : Cut-out letters covered in brilliant glittering silver tinsel, threaded on a fine wire ; size of letters, 5 in. high, J. C. King, Ltd. (H2349). Left : Showcard, 12½ in. by 8 in., scarlet enamelled card, shaded black, white lettering ; silver foot piece and three half-round silver mounted pillars (15728). Centre : Christmas poster, 22½ in. by 10½ in., yellow, scarlet, wine colour and grey (X16311). Right : Showcard, 12 in. by 9 in., sand-grained metallic silver card with side panels and base embossed in gold, wording of cut-out enamelled scarlet card with black underline (15716). All by Dudley & Co., Ltd. Below : left : A set of hanging showcards, eight bells each measuring 10 in. by 14½ in. Golden ground with top ribbon and shading at bottom in mauve, finished with glittering silver frost, alternate letters in green and red foil. Clements, Newling & Co., Ltd. (C537).

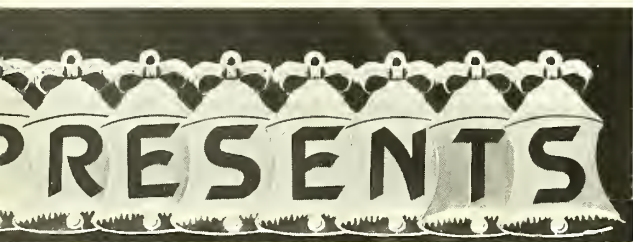
here are suggestions for the gift list.

To stage a snow storm is a certain attraction, and can be done easily by attaching tiny cotton-wool balls to threads suspended from the top of the window. Behind this a chemist who had advertised gifts in price groups might with advantage continue the theme. Price cards should be suitably placed, and from every one, three, or four, red or white crêpe streamers should lead to the lines in the window to which the prices apply. Such a window is very simple to stage, and is bright, and is sure to attract attention, much of which will turn into sales.

Seasonable Wrappings

A hint which could be employed in conjunction with other schemes, or on its own, is to fix on to a number of window lines neat labels bearing the words “With Hearty Christmas Greetings from . . .” and so on. Price tickets also should contain

some seasonable suggestion in word or diagram. Many chemists are alive to the custom-building propensities of wrapping all gift goods in some attractive wrapping. Labels and writing materials should be available so that customers can write their Christmas greetings on the spot if they prefer to do so. This service will be appreciated.



The Draft Poisons List and Rules

By F. Gladstone Hines, Past-President of the Pharmaceutical Society of Great Britain

IT is certainly all to the good that proper publicity and reasonable time have been allowed with regard to the publication of and the consideration to be given to these important changes. But, unfortunately, much of the very necessary criticism has drifted into details of the composition of the List itself, and broad issues have been lost. It is only now that one sees glimpses of these issues emerging. For instance, opinion seems to be hardening against the abuse of the description "Poison" suggested to be applied to so many domestic articles and preparations. This is important because, in my opinion, to reduce "Poison" down to the common denominator gravely weakens the claim of the pharmacist class alone to be distributors of potent drugs and medicines.

It is bad tactics to endeavour to secure a monopoly of sales based on a "Poison" label. I am confident that the ultimate effect will be a loss and not a gain to the business of the chemist and druggist. Pharmacists are concerned with the distributive aspect. Their claim for control is far too strong, far too sound, to imperil it in this way. One could quote examples by the hundred. Will it really assist the pharmacist to be obliged to label a children's cough mixture "Poison" if it contains a small medicinal dose of tinct. ipecac.? Or, say, acid. acetic., B.P.? I have sold, by retail, quantities of this for the making of home-made chutney. It surely is the limit of absurdity to label this "Poison" clearly and distinctly and within a surrounding line. Even mint sauce only escapes, so to speak, by the skin of its teeth.

"Poison," in the bald sense of the Rules, should be used with real discretion and with a true regard that one is handling something definitely dangerous, definitely likely to destroy life or, at least, seriously to impair it. There is in my judgment a very strong case for a complete reconsideration of the Poisons List from this angle. There is a real and outstanding need for a wide and complete Cautionary List of medicinal preparations saleable only by the trained and qualified seller. The Act expressly makes provision for this, and pharmacists should put up the fight of their lives in demanding it.

One other equally important matter has not yet been properly ventilated. The Act expressly requires the Poisons Board to prepare and submit "a list of the substances which are to be treated as poisons for the purposes of the Act." The Board has not done so. It has indicated only the framework upon which such a list can be built. This was referred to at the recent conference of the Association of British Chemical Manufacturers. It was stated that it was obviously impracticable, if not impossible, in a document which will, presumably, be available to the public for a few pence to specify some 250,000 names of salts, derivatives, etc.

On the other hand, we have been informed that it is proposed to print and issue an extended List of Poisons having no statutory authority. This is not a very happy procedure and is quite open to question. Again I feel that the ultimate effect of this palpable evasion will not help the pharmacist. Nor indeed will it assist any prosecution in respect of any "salt or derivative" included by implication but not specified in the "extended" list. This is, in fact, the sort of cleverness which over-reaches itself. When is a list not a list? Apparently when it is a list of poisons. The court may have something to say later if such a list is adopted.

The Draft Poisons Rules

Again, fortunately, we find public opinion emphatically hardening against the absurd complexity of these regulations. I noticed only a few days ago a judge taking exception to the wording of official documents. Why is it that rules laid down for our guidance must be put into this cumbersome, often inverted, form? It

seems such an insult to members of the Society for them to be assured that all will be made plain in due course. Why? Is it impossible to use plain, intelligible language, so that he who runs may read? The penalty for a breach is a fine not exceeding £50, and ignorance of the meaning of topsy-turvydom is no excuse. Take, for example, the specimen in Rule 8 (1) (a) (1):—

Known by the seller or by.....
.....be sold.

That is—

Known to be a person to whom a poison may properly be sold either by X or X or X or X or X.

But why not try to say so in an easily read and easily understandable way without chopping up the sense of the thing? Or again Rule 6:—

For the purposes of these Rules.....
.....this is to say.

I shall always protest against the fetish that imposes involved sentences of that kind upon us to rule our actions. I do ask for simplicity. Every day we are becoming more involved in equally cumbersome regulations.

RULE 1.—Here I doubt the wisdom of a twelve-months' grace in respect of Part II poisons. A new class is being brought into being under new conditions. They will be taking new stocks of poisonous preparations into premises not adapted for proper storage. Immediately they are allowed to sell they should at once be obliged to conform to the rules and so start under all regulated conditions relating to labelling, storage and transport.

Obviously the period is designed in the main to allow of the exhausting of present labels and containers. Why not confine it to that? The only people to consider are the manufacturer and the pharmacist—no special concessions need apply to the listed vendor. Further, for the protection of these two classes there should be no offence against the repealed enactments so long as the new rules are observed. Within the period of grace old labels will be used up and new ones needed. These obviously will be printed to conform to new requirements.

I think "container" and "receptacle" are unfortunate and too synonymous to bear these constructions. In actual every-day practice "container" is used to mean "receptacle." I suggest the latter should be dropped and "container" used; that is the common usage of the word. I would then include "Outer" to mean "a container together with any covers surrounding a container," or some similar definition. Either "Receptacle and Outer" or "Container and Outer" would be far more appropriate and better convey the terms in actual use. "Retail trader" would be better defined as a person whose business is mainly or exclusively the sale of goods to the user as understood by retail trading.

My observations on the Poisons List itself are, of course, pertinent to labelling and containers. The use of the description "Poison" is inflated to an absurdity. I am entirely in favour of complete revision on the lines of simplicity and common sense. "Poison," "Poisonous," "Caution," are the three broad groups of classification, and each should be given a precise degree of warning. Why, too, introduce quite unnecessary labels, "For Veterinary Purposes Only"? What useful purpose is served?

At the risk of redundancy I wish again to draw attention to the penalties for breach of Rules. I do urge that many of these lesser important points might well become recommendations of the Board to manufacturers rather than put such now in the form of legal obligations. That is a view of these problems which deserves consideration. It will be quite time enough to make a Rule on any aspect of sale, labelling, etc., when an abuse arises or is definitely likely to arise.

RULE 5.—Take this as an example. Could we not now make an effort to reduce these meticulous details? We have long recognised that this provision was overdone. What good purpose is served by over-elaboration of the proportion of "poison" present? "Poison," yes, in the sense I previously indicated; but the Rule as it stands is just another old man of the sea to burden us with entirely unnecessary detail. The Rule should apply only to specified substances definitely dangerous, e.g., arsenic, strychnine, etc.

RULE 8.—I have already referred to this, but I now add that I am wholly opposed to a lot of unnecessary work being imposed upon the practising pharmacist. I know from personal experience how the purchaser resents all the formalities of sales entries. Those requirements want rigidly cutting down to what is absolutely essential in the public interest. Why should a person requiring areca nut (which may contain above 0.1 per cent. of the alkaloids of areca) be obliged—

(a) to be known to the seller (as defined) or provide a certificate of identity?

(b) to sign an entry in a poisons register?

Is this sort of thing necessary in the public interest? Is it helpful to the pharmacist? Obviously not in either case. The pharmacist's plea for a sole control of all potent medicines is invariably met with a shout of "monopoly." This clumsy way of treating demands from the public for safe and simple medicines is the sure and certain way of encouraging more opposition to a very necessary reform. We see also in this Rule what a complicated thing it is to read the Rules and the Act together. Is it not possible in some way, by marginal reference, to indicate what section or sections of the Act itself are covered? Paragraph 3 of this Rule is, in this way, one of my stumbling blocks. I presume

it governs Section 20 of the Act, but one realises that the actual effect is hidden or altered by the use of words which do not appear in the act, i.e., "(b) are used in the manufacture of other articles." Does Section 20 (5) (a) (1) stand, or is it modified by this paragraph?

RULES 9, 10, 11.—These ought all to be deleted. This police certificate is a foreign importation of no merit whatsoever. It is absurd to suppose that any purchaser cannot, in these days, produce or obtain adequate evidence of identity. Every motorist, for instance, carries clear evidence of identity. I am confident all these barriers to business bode no good to the retail proprietor. This utterly un-English procedure should be dropped.

RULE 15.—This, surely, is classical as a way of conveying what is permitted and what is not permitted, what can be stored on a shelf and what is not allowed on a shelf. It may be A B C to the trained mind versed in and attuned to legal phraseology, but to the average business man it is merely annoying.

RULE 16.—This may produce real hardship in country areas such, for instance, as East Anglia, where I live. The pharmacist, the farmer, the trader still rely upon the road carrier. Is this gentleman to run a special conveyance to deliver a parcel of sheep dip or a bottle of liq. strych.?

This far from exhausts my comments, but it may exhaust the available space, and time is urgent. What I personally plead for is a straightforward Poisons List and an entire simplification of the drafted Rules. I will leave pharmacists themselves to see what changes are actually made. It will be a bad day for pharmacy if either the List or the Rules become effective in their present form.

Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Report on the October Analytical Exercise

THE powder distributed to students on October 16 contained one part by weight of bismuth oxychloride and nine parts of ammonium ferrous sulphate. The calculated composition of such a mixture is:—

| | | | | | |
|----------------------|-----|-----|-----|-----|------|
| Bi ... | ... | ... | ... | ... | 8.0 |
| Fe ... | ... | ... | ... | ... | 12.8 |
| NH ₄ ... | ... | ... | ... | ... | 8.3 |
| Cl ... | ... | ... | ... | ... | 1.4 |
| SO ₄ ... | ... | ... | ... | ... | 44.1 |
| O ... | ... | ... | ... | ... | 0.6 |
| H ₂ O ... | ... | ... | ... | ... | 24.8 |

100.0

Samples of the powder were distributed to twenty-three students and thirteen reports upon analyses were returned. Iron and the sulphuric acid radical were reported in each analysis, but six students failed in detecting the bismuth, while ammonium was missed in one instance and chlorine in three. One student omitted to mention that the iron present was in the form of a ferrous salt, and six failed to report the considerable evolution of water that occurred when the powder was heated in a dry tube.

This exercise was intended as a simple forerunner of those of the opening tournament series. From the results of some of the most familiar preliminary tests it was possible to identify with tolerable certainty the presence in the powder of the whole of its constituents, so that the systematic analysis might be approached with much confidence. With only occasional exceptions, however, the preliminary tests actually applied were so few that various indications which might have been obtained remained unobserved. In illustration of the kind of information that such tests can supply, mention may be made of the simple heating of the powder in a dry tube. This test yielded, to begin with, water vapour and ammonia: afterwards acid fumes were evolved due to the decomposition of the sulphate. The change from the

alkaline reaction of the earlier decomposition products to the acid character of the later fumes was, when observed, suggestive of the explanation (advanced by one or two students) that the powder contained an ammonium salt, a salt containing water of crystallisation, and probably an easily decomposable sulphate. Our frequent insistence in recommending the employment of preliminary tests is because of their real value in pointing the way to the more intelligent handling of the systematic analysis.

Several students who failed in the detection of the bismuth were misled into reporting mercury because they observed a residue after treating the hydrogen sulphide precipitate with nitric acid. The acid employed must have been very dilute, since bismuth sulphide, of which this residue consisted, is readily dissolved by warm and moderately concentrated nitric acid. Besides, suitably employed confirmatory tests for mercury should have led to the conclusion that it was absent.

PRIZES

The First Prize for the best analysis has been awarded to:—

E. J. LAX, 12 Windermere Road, Great Horton, Bradford.

The Second Prize has been awarded to:—

ARTHUR MORRELL, 2 Garfield Avenue, Bradford.

First Prize.—Any scientific book that is published at a price not greatly exceeding fifteen shillings may be taken as a first prize.

Second Prize.—Any scientific book which is sold for about seven shillings and sixpence may be taken as a second prize.

MARKS AWARDED FOR ANALYSES

1. Correspondents who have not passed in Chemistry:—

| | | | |
|----------------------------|----|----------------------|----|
| E. J. Lax (1st Prize) | 95 | Sinapis ... | 78 |
| Arthur Morrell (2nd Prize) | 91 | Columbus ... | 76 |
| Saie ... | 89 | Endeavour ... | 75 |
| W. A. S. ... | 80 | Mag. Carb. Levis ... | 73 |
| Mitosis ... | 79 | Abercorn ... | 71 |
| | | Pat ... | 38 |

2. Correspondents who have passed in Chemistry:—

| | | | |
|----------|----|------------|----|
| Eire ... | 82 | Estura ... | 79 |
|----------|----|------------|----|

(To be continued)

Pharmaceutical Society of Great Britain

London Evening Meeting

THERE was a very large attendance at the first London evening meeting of the session, held on November 13, at 17 Bloomsbury Square, London, W.C.1. Professor J. B. S. Haldane, F.R.S., was the lecturer, his subject being "Idiosyncrasies in Men, Animals and Plants."

The president (Mr. John Keall) occupied the chair, and among those present were Mrs. Freke, Messrs. A. R. Melhuish, C. A. Noble, H. Skinner, Professor J. H. Burn, Dr. Katherine Coward, and Mr. T. E. Wallis.

THE PRESIDENT, introducing Professor Haldane, referred to his reputation as one of the leading biologists and as a lecturer and writer on the broadest aspects of science and its place in life. Professor Haldane's earlier work was mainly in the field of chemical physiology. Pharmacist readers of his book, "Possible Worlds," would remember particularly the chapter entitled "On Being One's Own Rabbit," in which he gave a vivid account of experiments he performed on himself in the course of his work. More recently Professor Haldane had devoted himself to the study of genetics, and at present filled the chair of genetics in the University of London and the headship of the Genetical Department in the John Innes Horticultural Institution. He asked Professor Haldane to address them on

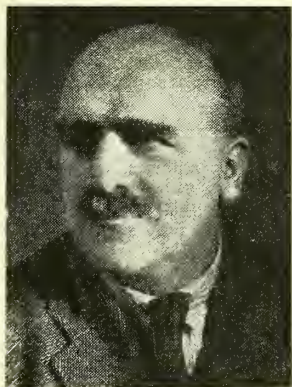


Photo [Press Portrait Bureau]

PROFESSOR J. B. S. HALDANE

Idiosyncrasies in Men, Animals and Plants

[ABSTRACT]

ONE can never be certain that one does not hit on one of those rare people to prescribe for who, for example, dies after a dose of cinchophen which would have been harmless to other people. The difference in immunity is apparently due to individual history; for example, a diabetic case collapses under a relatively small dose of chloroform. Others are particularly sensitive to rheumatism and kidney disease. Idiosyncrasy is due to an inborn difference in the make-up, which may be hereditary in the ordinary sense of the word or may not. (Graphs on the screen showed the curve for the death of frogs for given graded doses of digitalis, strophanthus, and squill.)

Inbreeding is a harmful thing, and only gives a poor sort of rat for the first half-dozen generations, during which all kinds of freaks turn up, which are soon squeezed out, and after that a more uniform and healthy strain is obtained. The same principle is applicable to plants, some of which grow more rapidly by self-fertilisation and by the sowing of good seed. This is analogous to repeated crystallisation in chemistry, and it is absolutely necessary if one wants a good product. Some plants are immune from specific diseases, and others are not. Just as there is a difference in plants to the resistance of disease, there is also the same difference in regard to drugs. There is an individual difference in each case. (Data were projected on the screen of the gooseberry plants which showed leaf-dropping when sulphur was applied.)

The majority of people feel a no worse effect of the sun's rays than to be sunburnt, but there are people who are seriously affected even by the ordinary summer day-

light. We have bodies called genes which are ultra-microscopic; we get one from the father and one from the mother. The recessive gene is the equivalent of one organ working below par. (A slide was projected of a typical pedigree which showed the effect of the absence of these.) People born with photophobia develop freckles, then atrophic areas, malignant growths such as cancer and sarcoma; two-thirds of the children suffering from this die of cancer before the age of fifteen.

Idiosyncrasy to plant substance is mentioned by Darwin in his "Origin of Species." Farmers in Virginia had refused to have white pigs, as in the summer time the hoofs of these pigs dropped off. They kept black pigs only, since when these ate a certain plant which made white pigs light-sensitive they suffered no ill-effects. Harris found that white rats were made light-sensitive by hæmatoporphyrin if they were injected with it, while black rats were unaffected. The sensitising substance in the root of the plant may have had a similar effect on the pigs. There are substances in maize which sensitise people to sunlight. In human beings, in cases of asthma and urticaria, people react to a foreign protein. These conditions are strongly inherited, and are handed down to about one-third of the children.

The most striking of all cases of idiosyncrasy in man is that which exists in blood transfusion. The chemistry of agglutination is more or less understood, and the substances present which cause agglutination are nitrogenous polysaccharides. An interesting fact to note in regard to blood transfusion is that in certain cases it may be fatal. The inheritance of this factor is well understood. (A scheme of blood groups was shown on the screen.)

A single gene in flowers may make the following differences: (1) Make the sap more acid, which affects the colours of the petals; it may make a flower redder, for example the red and purple forms of poppy are due to acidity; (2) put in one or two extra oxygen atoms and produce a bluer pigment; (3) add on a few methyl groups; (4) add on a sugar group. This is done by different genes, and it has been found by a Cambridge worker to be due to the anthocyanins present. One crystallises anthocyanins to the extent of 20 per cent. from the petals, dry weight. By studying the idiosyncrasy of plants one may learn something of the idiosyncrasy of animals. If one knew why pink flowers stood up to the cold more readily than the purple, one would know something worth knowing. It is by beginning with these relatively simple cases that one would ultimately get to a solution of these problems.

Vote of Thanks

DR. COWARD, proposing a vote of thanks, said she thought there was only one point on which Professor Haldane and she did not agree, and that was in regard to vitamins and human beings. Professor Haldane had said that people were not so much in need of vitamins as of an increased food consumption.

MR. THOMAS WILSON (Burntisland), in seconding, said he had followed Professor Haldane's lecture with increasing wonder regarding the mystery of the life force, about which, after all, we knew so little.

PROFESSOR HALDANE, acknowledging the vote of thanks, referred to the question of vitamins. In China, he said, some millions had died of starvation in the preceding year, and a few years before many had died similarly in Russia. He could possibly agree with Dr. Coward that in neighbouring countries vitamins might be more important than consumption of food, but as regarded the world he was not so certain. He would like to say to the seconder of the vote of thanks that he himself was not the slave of destiny. Hereditary destiny could be overcome. The more he got to know about these things the less faith and hope he had in destiny.

Trade Report

Where possible scales of prices of chemicals are given for bulk down to small quantities. Prices recorded for crude drugs, essential and fixed oils and coal tar products are for fair sized wholesale quantities. Qualities of chemicals, drugs, essential and fixed oils, etc., vary, and selected brands or grades would be at higher values.

28 Essex Street, W.C.2, November 15

THE general tone of the markets continues fairly steady, with the recent improvements in values mostly maintained. The slight recovery in the exchange value of sterling tends to discount the recent strength of some imported chemicals. Our forecast last week of steadier conditions in VANILLIN has been justified by the report that the outside maker in this country has now joined the Convention. Wholesale distributors' scale of prices for small lots of COCAINE seems likely to advance before very long. The increases in pharmaceuticals noted last week are all maintained. SALICYLATES are meeting with a good seasonal business. Business in crude drugs is none too brisk. It seems that both importers and buyers are waiting for news on the exemption application notice relating to a number of commodities. Until the decision of the Import Duties Committee is made known business in these products will continue restricted to the utmost limit. CAPE ALOES are in short supply. CHAMOMILES have been selling well and stocks at source are reported very small. DAMIANA LEAVES are dear but firm owing to scarcity. SPANISH ERGOT is quoted dearer forward. HYDRASTIS shows a slight recovery. MENTHOL has again been neglected, but Japanese shippers are keeping up the market. SAFFRON is quoted rather cheaper. SENNA has been on the quiet side. CARNAUBA WAX is still advancing, with some grades becoming scarce. Business has been moving moderately well in essential oils, and there are some strong features. Brazilian BOIS DE ROSE is quoted dearer on an unconfirmed report of an American control of sales. Ceylon CINNAMON LEAF is in short supply and firmer. CITRONELLA has been slack and remains at cheap figures for Java and Ceylon oils. Finest French LAVENDER is again dearer and now mostly held by shippers. LEMONGRASS weakened further but has since partly recovered; market neglected. PALMAROSA is a better item. Singapore PATCHOULI is dearer. Japanese PEPPERMINT has been slack, but, with menthol, values are held up by shippers. PETITGRAIN is firm on spot and dearer forward. Spanish SPIKE has sold at full prices.

Exchange Rates on London

THE following is a list of the chief Continental and other exchange rates at the opening on Thursday morning:—

| Centre | Quoted | Par | November 15 | Value of the £ |
|----------------|-------------|---------|-------------|----------------|
| Amsterdam ... | Fl. to £ | 12·107 | 7·39½ | 12/2½ |
| Berlin ... | Mks. to £ | 20·43 | 12·43 | 12/2 |
| Brussels ... | Belgas to £ | 35 | 21·44 | 12/2½ |
| Copenhagen ... | Kr. to £ | 18·259 | 22·40 | 24/8 |
| Lisbon ... | Esc. to £ | 110 | 109½ | 19/11½ |
| Madrid ... | Ptas. to £ | 25·22½ | 36½ | 28/11½ |
| Milan ... | Lire to £ | 92·46 | 58½ | 12/7½ |
| Montreal ... | Dol. to £ | 4·86½ | 4·86½ | 20/0 |
| New York ... | Dol. to £ | nominal | 4·99½ | 20/7 |
| Oslo ... | Kr. to £ | 18·159 | 19·90½ | 21/11 |
| Paris ... | Fr. to £ | 124·21 | 75½ | 12/2½ |
| Prague ... | Kr. to £ | 164·25 | 119½ | 13/5½ |
| Stockholm ... | Kr. to £ | 18·159 | 19·40 | 21/4½ |
| Warsaw ... | Zloty to £ | 43·38 | 26½ | 12/2½ |
| Zurich ... | Fr. to £ | 25·2215 | 15·40 | 12/2½ |

Bank rate 2 per cent.

A drug auction will take place on Thursday next, November 22.

Pharmaceutical Chemicals, etc.

BUSINESS continues on a moderately satisfactory scale, with the recent advances in prices of a number of products all maintained. The outside maker of vanillin has joined the Convention and the scale of prices is now fully steady. Salicylates continue in good seasonal demand.

AMIDOPYRIN.—Dealers' prices are maintained; steady spot business: crystals, five cwt., 18s. 9d.; two cwt., 19s. 1½d.; less than two cwt., 19s. 6d. per lb.; with powder 2½d. per lb. extra.

AMMONIUM ICHTHOSULPHONATE.—Business on a fair scale at keen prices for good quantities: one cwt., 1s. 6½d., in 14-lb. tins; 1s. 8d., in 1-lb. tins; 1s. 10½d., in 8-oz. tins; and 2s. 1d. per lb., in 4-oz. tins.

ASPIRIN.—Seasonal business, with quoted prices steady: home trade, ten cwt., 2s. 7d.; five cwt., 2s. 8d.; one cwt., 2s. 8½d.; 28 lb., 2s. 9d.; 14 lb., 2s. 10d.; 7 lb., 3s.; 4 lb., 3s. 2d.; 1 lb., 3s. 4d. per lb. Bulk packing free, net, carriage paid. Contracts: Over twelve months, minimum, one ton; over six months, less than one ton.

ATROPINE.—As reported last week, Convention prices are 10 per cent. dearer. Sulphate, 175 oz. and over, 10s.; 35 oz., 10s. 5d.; 4 oz., 10s. 10d.; less than 4 oz., 11s. 3d. Pure: 175 oz. and over, 13s.; 35 oz., 13s. 5s.; 4 oz., 13s. 10d.; less than 4 oz., 14s. 3d. per oz., ex store, London.

BARBITONE.—Dealers report steady business; values well held: to arrive, two cwt., 13s. 5d.; 56 lb., 13s. 9d.; less, 14s. 1d. per lb., f.o.b. Continent. Spot, two cwt., 13s. 1½d.; 56 lb., 13s. 6d.; smaller parcels, 15s. 9d. to 16s. per lb. Some second-hand parcels may be cheaper.

BENZONAPHTHOL.—Not much inquiry; spot quoted at about 3s. 2d. per lb., for small parcels.

BENZOIC ACID (B.P.).—A little more inquiry; quoted at former rates: quantities, ex works, 1s. 9½d.; spot parcels, 1s. 10d. to 2s. 2d. per lb., ex store, as to quantity.

BISMUTH SALTS.—The Convention scale is fully steady. Carbonate, cwt. lots, 6s. 6d.; less than 8 lb., 8s. 6d. per lb.

BROMIDES.—Fair inquiry, with prices at former scales: ammonium, not less than five cwt., 1s. 9d.; one cwt., 1s. 10d.; 28 lb., 2s. 1d.; smaller quantities, 2s. 5d. per lb.; potassium B.P. crystals and granular, not less than five cwt., 1s. 6d.; one cwt., 1s. 7s.; 28 lb., 1s. 10d.; smaller quantities, 2s. 2d. per lb.; sodium B.P., not less than five cwt., 1s. 8d.; one cwt., 1s. 9d.; 28 lb., 2s.; smaller quantities, 2s. 4d. per lb., without engagement. Special prices for larger quantities.

BUTYL CHLORAL HYDRATE.—Market has remained rather dull: spot, 14 lb., 8s.; 7 lb., 8s. 3d.; 1 lb., 8s. 6d. per lb., in 1-lb. bottles.

CHLOROFORM.—Makers quote as follows: in drums, 2s. 3d. to 2s. 6d.; winchesters, 2s. 3½d. to 2s. 6½d.; in 2-lb. bottles, 2s. 4½d. to 2s. 7½d.; in 1-lb. bottles, 2s. 5½d. to 2s. 8½d.; in 8-oz. bottles, 2s. 6½d. to 2s. 9½d.; in 4-oz. bottles, 2s. 8½d. to 2s. 11d.; for ten cwt. down to 56-lb. lots, carriage paid on minimum cwt. lots.

CITRIC ACID (B.P. CRYSTALS).—Market is fully steady; British makers quoting at 10½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers' prices for Continental material are competitive.

CREAM OF TARTAR.—British material, 99 to 100 per cent., is quoted at 82s. per cwt., less 2½ per cent. discount, nominal and without engagement. Dealers are offering imported at competitive prices.

CREOSOTE (B.P.).—Market is fully steady; business fair. Quantities in demijohns, 1s. 9½d. to 1s. 10d.; smaller packing, 1s. 11d. to 2s. 3d. per lb., as to quantity.

EMPTINE.—Hydrochloride, 8 oz. or ½ kilo., 35s. 6d. per oz.; one oz. or 25 grams, 37s. 6d. per oz.; smaller quantities, 40s. per oz. Other salts are quoted in proportion.

GUAIACOL.—As reported last week prices for liquid and crystals are dearer: less than two cwt., in 28-lb. demijohns, 9s. 2½d.; in 7-lb. jars, 9s. 2½d. per lb. Crystals are also at higher figures: less than two cwt., in 28-lb. jars, 9s. 8d.; in 7-lb. bottles, 9s. 10d.; in 1-lb. bottles, 10s. 3d. per lb.

GUAIACOL CARBONATE.—Dealers' prices about steady; business fair: Two cwt., 9s. 8d.; one cwt., 9s. 9d.; less than one cwt., up to 10s. 3d. per lb.

HEXAMINE.—A very fair inquiry, with keen prices quoted for good quantities. Free-running crystals, British make, five cwt., 1s. 8d.; two cwt., 1s. 8½d.; one cwt., 1s. 9d.; 14 lb., 1s. 11d.; smaller parcels, up to 2s. 3d. per lb.; powder, cwt. kegs, 1s. 5d. per lb. and less for larger quantities.

IODIDES.—Makers' quoted prices are being discounted in some quarters. Potassium Iodide, B.P.—1 cwt., 5s.; 28 lb., 5s. 2d.; 14 lb., 5s. 4d.; 7 lb., 5s. 8d.; 4 lb., 6s. 2d.; smaller quantities, 6s. 8d. per lb. Sodium Iodide B.P.—28 lb., 6s.; 14 lb., 6s. 2d.; 7 lb., 6s. 7d.; 4 lb., 7s. 4d.; smaller quantities, 7s. 10d. per lb. Iodine Resub. B.P.—1 cwt., 6s. 1d.; 28 lb., 6s. 3d.; 14 lb., 6s. 5d.; 7 lb., 6s. 10d.; 4 lb., 7s. 4d.; smaller quantities, 8s. 4d. per lb. Iodoform B.P.—28 lb., 8s. 8d.; 14 lb., 8s. 10d.; 7 lb., 9s. 5d.; 4 lb., 10s. 2d.; smaller quantities, 11s. 2d. per lb.; net, cash fourteen days. One cwt. may be assorted at respective minimum prices; 28 lb. may be

assorted at respective 28-lb. prices. Jars extra, returnable; 28-lb. tins free, not returnable. Cases free for 1 cwt. lots. Carriage paid on any quantity. Contracts may be booked, with a reduction clause, for 1 cwt. and upwards for delivery over four months. Wholesale distributors' prices for smaller quantities would be desired.

LACTIC ACID (B.P.).—Market has been quieter and is competitive: quantities in carboys, 1s. 4½d. to 1s. 5d.; in winchesters and bottles, 1s. 6d. to 1s. 4d. per lb., as to quantity.

MERCURIALS.—Steady business, with prices keeping well up. Chloride, B.P., one cwt., 4s. 9d.; less than one cwt., 4s. 10d. per lb.

METHYL SALICYLATE (B.P.).—Quite a fair business, with quoted prices holding: ten cwt., 1s. 5d.; five cwt., 1s. 5½d.; one cwt., 1s. 6d.; less than one cwt., 1s. 7d.; small quantities in bottles, up to 2s. per lb.

METHYL SULPHONAL.—The advanced prices recorded last week continue to operate, with very little second-hand offering: two cwt., 18s. 4½d.; one cwt., 18s. 9½d.; 56 lb., 19s. 3d.; small parcels, 19s. 8½d. per lb.

PARALDEHYDE.—Market remains rather slow: quantities in demijohns, 1s. to 1s. 1d.; winchesters, 1s. 4d. to 1s. 6d. per lb.; higher prices for small quantities.

PHENACETIN.—This market continues competitive, but prices tend to be steadier: crystals or powder, quantities, about 2s. 8d.; smaller parcels, 2s. 9d. to 3s. per lb.

PHENAZONE.—Market is fully steady; moderate spot business: crystals, five cwt., 10s. 7½d.; two cwt., 10s. 10d.; and less, up to 11s. 6d. per lb.; with powder 2½d. per lb. extra.

PHENOLPHTHALEIN.—Market is dull and rather irregular: two cwt., 2s. 9d.; one cwt., 2s. 10d.; 28 lb., 3s.; 14 lb., 3s. 1d.; 7 lb., 3s. 2d.; smaller parcels, up to 3s. 6d. per lb.

PHENYL ETHYL BARBITURIC.—Moderate small parcel business, with prices ranging from 28s. to 29s. per lb., in 2-lb. bottles.

PILOCARPINE.—As reported last week, Convention prices for nitrate and hydrochloride have been advanced by 10 per cent. Nitrate, 175 oz. and over, 8s. 8d.; 35 oz., 9s. 1d.; 4 oz., 9s. 6d.; less than 4 oz., 9s. 11d. per oz. Hydrochloride: 175 oz. and over, 10s.; 35 oz., 10s. 5d.; 4 oz., 10s. 10d.; less than 4 oz., 11s. 3d. per oz., ex store, London.

PIPERAZINE.—Dealers' prices for Continental material continue at the recent advance: 22 lb., 52s. 11d.; 11 lb., 54s. 5d.; 2 lb., 55s. 11d.; less than 2 lb., 57s. 5d. per lb., ex store, London, 8-oz. bottles free, smaller packing extra.

QUININE SULPHATE.—Prices are steady. Sulphate, 2s. 1d.; bisulphate, 2s. 1d.; ethyl carbonate, 2s. 8½d.; salicylate, 2s. 9½d.; phosphate, 3s. 2½d.; hydrochloride, 2s. 7½d.; bihydrochloride, 2s. 10½d.; hydrobromide, 2s. 7½d.; bihydrobromide, 2s. 10½d.; valerianate, 3s. 7d.; hypophosphite, 3s. 10½d.; alkaloid, 2s. 11d. per oz., carriage paid on bulk quantities.

ROCHELLE SALTS.—Makers' scales of prices show no further change: Rochelle salts, less than one cwt., 77s. 6d.; less than five cwt., 75s.; not less than five cwt. in one delivery, 72s. 6d. per cwt.; with crystals, 2s. 6d. per cwt. extra. Seidlitz, B.P., less than one cwt., 62s. 6d.; less than five cwt., 60s. 6d.; not less than five cwt. in one delivery, 58s. 9d. per cwt. Double seidlitz, less than one cwt., 69s.; less than five cwt., 67s.; not less than five cwt. in one delivery, 64s. 9d. per cwt. Carriage paid on one cwt. and over.

SALICYLIC ACID (B.P.).—Inquiry is sustained, with quoted prices unchanged: five cwt., 1s. 7d.; one cwt., 1s. 7½d.; 28 lb., 1s. 8d.; 14 lb., 1s. 9d.; 7 lb., 1s. 11d.; 4 lb., 2s. per lb.

SALOL.—Remains dull: spot, crystals, two cwt., 3s. 10d.; one cwt., 3s. 11½d.; 56 lb., 4s.; smaller parcels, 4s. 3d. per lb.; powder, 2d. per lb. extra.

SANTONIN.—Business is on a very small scale. One-kilo parcels, about £13 10s.; larger quantities, £13 per kilo.

SODIUM BENZOATE (B.P.).—A fair business at keen prices. Bulk quantities, 1s. 6d.; one cwt., 1s. 7d.; smaller parcels, from 1s. 8d. to 1s. 11d. per lb., as to quantity.

SODIUM DIETHYLBARBITURATE.—More inquiry, with quoted prices well maintained: spot, one cwt., 15s. 9d.; 28 lb., 16s.; 14 lb., 16s. 3d.; 7 lb., 16s. 6d.; smaller parcels, up to 17s. per lb.

SODIUM SALICYLATE (B.P.).—Quite a good business, with values about steady: home trade, crystals or powder, five cwt., 1s. 8½d.; one cwt., 1s. 9d.; 28 lb., 2s.; 14 lb., 2s. 2d.; 7 lb., 2s. 3d.; 1 lb., 2s. 6d. per lb.

SUGAR OF MILK.—This market is fully steady. British material, about £62 to £63 10s. per ton, as to quantity. Foreign, about 65s. to 66s. per cwt., duty paid, and f.o.b. Continent, £46 10s. per ton.

SULPHONAL.—Continues steady at the advance recorded last week: crystals or powder, two cwt., 14s. 8½d.; one cwt., 15s. 1½d.; 56 lb., 15s. 3½d.; smaller parcels, up to 15s. 10d. per lb.

TARTARIC ACID (B.P. CRYSTALS).—Market is keeping quite steady; British makers quoting 1s. 0½d. per lb., less 5 per cent. discount, nominal and without engagement. Dealers are quoting imported material at level figures.

VANILLIN.—As indicated last week, this market is now fully steady, the outside English maker having joined the Convention: ex guaiacol or clove oil, five cwt., 13s. 3d.; one cwt., 13s. 6d.; 56 lb., 13s. 9d.; less, 14s. per lb.

Crude Drugs, etc.

AGAR.—Market is quite steady; business restricted: spot, Kobe No. 1, 1s. 11½d.; No. 2, 1s. 10½d.; Yokohama No. 1, 1s. 10d. per lb.; shipment, Kobe No. 1, 1s. 9½d.; No. 2, 1s. 8d.; Yokohama No. 1, 1s. 8d. per lb., c.i.f. New crop, January-March shipment, Kobe No. 1, 1s. 7½d.; No. 2, 1s. 6½d.; Yokohama No. 1, 1s. 5½d. per lb., c.i.f.

ALGES.—Cape continue at the better figures of 38s. to 39s. per cwt., with supplies short on spot.

BALSAMS.—Some rather cheaper offers of *Canada* on spot have been noted in the region of 2s. 7d.; shipment continues at 2s. 8d. per lb., c.i.f. *Tolu* is offering at about 1s. 9d. for soft, and *Peru* in the neighbourhood of 5s. 4d. per lb., spot.

BELLADONNA.—Dealers are quoting good test root at 62s. 6d. and leaves at 75s. per cwt., spot. Occasional business.

BUCHU.—With further fair sales the market is distinctly firm and supplies are running low. No best-quality green rounds available. Ordinary to fair, 1s. 2½d. to 1s. 4d. per lb.; ovals, from 10d. to 11d. per lb., as to quality.

CAMPHOR.—A small spot inquiry, with the market about unchanged: spot, slabs, 2s. 1d.; flowers, 2s. 1½d.; tablets, 2s. 5d.; shipment, slabs, 1s. 9½d.; flowers, 1s. 10d.; tablets, 2s. 1d. per lb., c.i.f. English refined is still unchanged: flowers, one cwt., 3s. 1d.; 28 lb., 3s. 2d.; small lots, 3s. 3d. per lb. Transparent tablets, 4 oz., 8 oz. and 16 oz., 3s. 4d.; 1 oz. and 2 oz., 3s. 5d.; ½ oz. and ¾ oz., 3s. 6d. per lb.; special prices for contracts for quantities.

CANTHARIDES.—Rather more inquiry. Russian, on spot, steady at 6s. 9d. to 7s. Chinese are available at about 3s. 5d. to 3s. 7d. per lb., as to quantity.

CARDAMOMS.—Aleppy greens, on spot, are at about 2s. per lb., with shipment at 1s. 10d. per lb., c.i.f. Bleached are fully steady from 2s. to 5s. per lb., as to grade, with inquiry on fair sale.

CASCARA SAGRADA.—Market has been dull. Shipment, in car-load lots, 30s. per cwt., c.i.f.; spot, in small lots, 34s.; last year's peel, 42s. 6d. per cwt.

CELERY SEEDS.—Market tends to be firmer. Small parcels, on spot, 2s. per lb., and less for 10-cwt. or ton lots.

CHAMOMILES.—A very fair demand and reports from the source indicate supplies are now very small. Spot, first pickings, 237s. 6d.; second pickings, 217s. 6d.; and thirds, about 200s. per cwt.

CLOVES.—Business has been rather quiet; values steady. Zanzibar, spot, 6½d.; shipment, October-December, 5½d. per lb., c.i.f.

The landings of Zanzibar in London during the week ended November 10 were *nil* and the deliveries 7, leaving a stock of 3,162. From January 1 to date the landings of Zanzibar have been 4,769 and the deliveries 4,117. Landings of Madagascar for the week ended November 10 were *nil* and the deliveries 23, leaving a stock of 365. From January 1 to date landings of Madagascar have been 326 and the deliveries 943 packages.

COCOA BUTTER.—Prime English is steady at 8½d. to 9½d. per lb., as to quantity. Foreign, about 8d. per lb. for quantities.

COCONUT (DESICCATED).—Values have declined during the week. Spot, fine, 18s.; medium, 17s. 9d.; shipment, halves, November-December, 16s. 6d. per cwt., c.i.f.

COD-LIVER OIL.—Bergen reports that shipment continues steady, with fair business being done. Finest Lofoten steam-refined non-freezing medicinal oil, 90s. per barrel, c.i.f. Spot, in small lots, 130s. per barrel, ex store, duty paid. Newfoundland non-freezing medicinal oil, 130s. per barrel, ex store. British non-freezing medicinal oil continues to be quoted from one source at 115s. per barrel, c.i.f. London, duty free, while quotations from another home source are at higher figures.

DAMIANA LEAVES.—This market is firm for spot supplies, which are very limited. Quoted at 2s. 2d. per lb.

DERRIS ROOT.—One or two parcels may be available on spot, testing 17 per cent. ether extract, and quoted at about 11d. per lb. Shipment offers continue at 8½d. to 1s. 3d. per lb., c.i.f., as to quantity.

GENTIAN.—More business is reported, with French root quoted on spot at 42s. 6d. to 45s. per cwt., as to quantity.

GINGER.—Values are maintained at the recent advances, but the market is quiet. West African, spot, 37s. 6d.; for arrival, 32s. 6d. per cwt., c.i.f. Jamaican is steady, with small grinding at 80s. and bold, in barrels, up to 110s. per cwt., spot.

GUM ACACIA.—Market has remained dull, with values about maintained: spot, Kordofan cleaned sorts, 36s. 3d.; bleached, 65s. to 72s. 6d. per cwt.; shipment, Kordofan cleaned sorts, 34s. per cwt., c.i.f., for quantities.

HONEY.—Business is still below normal for the time of year. Spot values are about maintained. Jamaican: white set, 45s. to 50s., as to quality; pale amber, 37s. 6d.; dark liquid manufacturing, 32s. 6d. per cwt. San Domingo, amber, 31s.; Californian, white clover, 44s. to 45s.; Canadian, new season, white set, 48s. to 50s. per cwt.

HYDRASTIS.—Values are steadier at the better figures. Spot, 5s.; shipment, 4s. 6d. per lb., c.i.f.

IPCACUANHA.—The spot market continues firm, with Matto Grosso held for 5s. up to 5s. 3d. per lb., as to quantity. Minas is quoted at 4s. 3d. per lb. spot. No Cartagena offering here.

LIGUORICE ROOT.—Business on spot is slow, with natural root at about £13 per ton.

LOBELIA HERB.—This market remains dull. Spot, 11d. to 1s. per lb.; shipment, about 8½d. per lb., c.i.f., for quantities.

MENTHOL.—Business has been poor, but values are fairly well maintained and are supported by Japanese shippers. K/S brands, spot, 12s. 4½d.; afloat, 11s. 4½d.; shipment, October-December, 11s. 1½d.; January-March, 11s. 3d. per lb., c.i.f. sellers. Japanese shippers quote 11s. 7½d. per lb., c.i.f. Thursday: Market steadier, more inquiry; shippers quoting dealer. O/D., 11s. 3d.; January-March, 11s. 4d., c.i.f. sellers. Shippers, 11s. 9d., c.i.f.

MERCURY.—The Spanish-Italian group report their shipment price is fully steady at 57 dollars 50 cents per bottle, f.o.b. Continent, with satisfactory business moving. Spot, in small lots £11 13s. 6d. per bottle, ex store.

OPIMUM.—Market is rather dull. Spot, 1s. 4½d. to 1s. 5d.; shipment, about 1s. 2½d. per unit, c.i.f.

ORANGE PEEL.—Market is very steady. Quarters, 35s. per cwt.; thin cut, 1s. 4d. to 1s. 6d. per lb., spot.

PEPPER.—Values are dearer on the week, market is now rather dull and unsteady. Lampong, spot, 6½d.; shipment, November-December, 6½d.; January-March, 6½d. per lb., c.i.f. Tellicherry, spot, 7½d.; shipment, November-December, 6s. 6d., c.i.f. Aleppy, spot, 6½d.; shipment, November-December, 6os., c.i.f. White Muntok, spot, 1s. 4½d.; shipment, October-December, 1s. 3½d.; January-March, 1s. 4d. per lb., c.i.f. January delivery, 1s. 6d. per lb. paid.

PIMENTO.—Market continues steady. Spot, 2½d. per lb.; shipment, November-December, 21s. 9d. per cwt., c.i.f.

QUILLIA BARK.—Some fresh arrivals of whole bark are quoted at about £28 per ton, duty paid.

RUBBER.—Values are fractionally easier again with business restricted. Standard ribbed smoked sheet, spot, 6½d.; November, 6½d.; December, 6½d.; January-March, 6½d.; April-June, 6½d.; July-September, 6½d. per lb.

SAFFRON.—Dealers' prices are slightly cheaper this week. Spot prime B.P., 51s. 6d.; extra B.P., 50s. 6d.; super B.P., 49s. per lb., and slightly less for bulk quantities.

SARSAPARILLA.—A little better demand is reported this week. Jamaican, grey, 1s. 7d.; native, mixed colours, 1s. 2d. to 1s. 3d. per lb.

SENEGA.—Occasional business with prices about steady. Spot, about 1s. 2d.; shipment, 1s. 1½d. per lb., c.i.f.

SEEDS.—**ANISE.**—Spot duty-paid Spanish, 67s. 6d.; Bulgarian, 43s. **CARAWAY.**—Dutch now quoted at 35s. 6d., duty paid, and 29s. 6d. f.o.b. Holland. **CORIANDER.**—Spot, duty paid, old crop, 14s.; new crop, 14s. 6d.; wormy, 12s. 6d. to 13s. 6d.; for shipment, 10s. 6d. c.i.f. quoted **CUMIN.**—No Malta on spot; Morocco, spot, 57s. 6d., duty paid. **FENUGREEK.**—Tunisian, 14s. 6d. and Morocco, 13s. 6d., duty paid. **DILL.**—Indian now landing offered at 14s. 6d., spot. **MUSTARD.**—English, 23s. 6d. to 32s.; according to quality.

SENNA.—Business has been routine in character and of limited volume. Prices for all grades of Tinnevely are maintained, as reported last week. Alexandrian hand-picked pods, fair quality, 2s. 9d.; medium, 1s. 6d. to 1s. 9d. per lb.

SHFLLAC.—Market has been dull. Spot, standard TN orange, 90s. to 95s.; fine orange, 125s. to 155s.; pure button, 125s. per cwt. For delivery TN, December, 90s.; March, 91s. For arrival, TN, November-December, 89s. per cwt. c.i.f.

SQUILL.—Business on spot has been light, with dealers quoting from 22s. 6d. to 30s. per cwt., as to quality and quantity.

STRAMONIUM.—Spot supplies are available at about 55s. to 60s. per cwt., as to quantity.

TRAGACANTH.—The demand for industrial grades continues with values as quoted last week. Inquiry for druggists'

qualities is quiet with values very steady. Landings during October totalled 935 packages and the deliveries, ex warehouse, 1,110 packages, leaving London stocks at 4,781 packages, compared with 5,730 packages at October 31, 1933, and 12,806 packages at the end of October, 1932.

VALERIAN ROOT.—Dealers are offering small parcels of new crop root on spot at 60s. per cwt.

WAX.—**BEE'S.** Market has been rather quieter, with values unchanged: Abyssinian, spot, 102s. 6d.; shipment, 91s. per cwt., c.i.f. Benguella, spot, 105s.; in bond, 95s.; shipment, 89s., c.i.f. Conakry, spot, 102s. 6d.; shipment, 88s., c.i.f. Dar-es-Salaam, spot, 105s.; shipment, 97s., c.i.f. Madagascar, spot, 100s.; shipment, 92s. 6d. per cwt., c.i.f. **CARNAUBA.** Prices for most qualities continue to advance and still higher prices are predicted on account of shortage. Fatty grey, 122s. 6d., duty paid; 110s., in bond; 105s., afloat; shipment, October-November, 102s. 6d.; November, 96s.; January-February, 94s. per cwt., c.i.f. Chalky grey, 115s., duty paid; shipment, November-December, 96s.; January-February, 87s. 6d. per cwt., c.i.f. Primeira is now in very short supply and again dearer: 230s., duty paid; 215s., in bond; shipment, January-February, 155s., c.i.f. Mediana, 215s., duty paid; 200s. in bond; shipment, January-February, 145s. per cwt., c.i.f.

Essential Oils, etc.

A NUMBER of products continue to find a fair amount of business and values are keeping up to the recently improved levels. Anise (star) is steadier. Brazilian bois de rose tends firmer, with a report of centralised distribution, which is as yet not confirmed. Ceylon cinnamon leaf is firmer. French lavender is still advancing on shipment quotations. Lemon-grass is dull and easier. Singapore patchouli is firmer. Japanese peppermint has been neglected, but shippers' ideas of values are being maintained. Petitgrain is firm. Spanish spike is again dearer.

ALMOND.—Market is steady; average small business. English-made, cwt. lots, 2s. 6d.; smaller parcels, up to 2s. 8d. Foreign, cwt. lots, 2s. 4d.; smaller parcels, up to 2s. 7d. per lb. Bitter, s.p.a., genuine French, 9s. per lb.

ANISE (STAR).—Slightly dearer forward; business on the quiet side: "Red Ship," in leads, 1s. 11d.; in tins, 1s. 9½d.; in drums, 1s. 8d.; shipment, in leads, 1s. 8d.; in tins, 1s. 6½d.; in drums, 1s. 6d. per lb., c.i.f.

BAV.—Occasional limited quantities selling, with 49 to 50 per cent. at about 5s. 2d. to 5s. 4½d. per lb.

BERGAMOT.—Prices for bulk quantities of old and new crop oil continue at very low figures and some business has been effected. Old oil, spot, 4s. 10½d. to 5s. for a quantity; new crop, shipment, about 5s. per lb., c.i.f.

BOIS DE ROSE.—A report from America has reached this market that an American broker has been appointed world sales representative, with a quotation of 4s. 10d., c.i.f. for ton lots of Brazilian mentioned. This report is being received with some reserve, and, so far, there is no confirmation from the source. Meanwhile the spot holders have moved their spot value up to fully 5s. and upwards as a precautionary measure.

CAJUPUT.—Not much business; quoted unchanged. Spot, 2s. 2d. to 2s. 3d.; green, 1s. 9d. to 1s. 11d. per lb., as to quantity.

CANANGA.—Spot supplies seem to be restricted and firmly held at about 10s. 6d. per lb.; shipment, new crop, 8s. 6d. per lb., c.i.f.

CARAWAY.—A steady market, with fair business. Dutch, rectified, five cwt., 8s. 6d.; one cwt., 8s. 10d.; smaller parcels, up to 9s. 5d. per lb. Crude, 5d. per lb. less.

CASSIA.—Values are keeping steady at the recent advance. Spot, 4s. per lb.; shipment, 3s. 7½d. per lb., c.i.f.

CEDARWOOD.—Fair business, with values quite steady. American, spot, 1s. 4½d. for small parcels; shipment, 1s. 2½d. per lb., c.i.f., in drums. African oil quoted at competitive prices.

CINNAMON LEAF.—Market is now firm and supplies seem very limited here and at the source. Ceylon oil, spot, 2s. 10½d. to 3s.; shipment, 2s. 7½d. per lb., c.i.f.

CITRONELLA.—If anything the markets for Ceylon and Java are fractionally easier, with business dull. Java, spot, in drums, 1s. 6½d.; small parcels, up to 1s. 8d.; shipment, barely 1s. 2d. per lb., c.i.f., for a quantity. Ceylon, for shipment in quantity, is at about 1s., c.i.f., with small spot lots about 1s. 4d. per lb.

CLOVE.—Continues in fair demand, with values well maintained. Madagascar, 3s. 4d. to 3s. 6d. per lb., spot; shipment, 2s. 6d., c.i.f., with the market firm. English-made, 3s. 6d. to 3s. 9d. per lb., and slightly less for bulk quantities.

EUCALYPTUS.—Rather less business, but prices for good-quality oil are steady: Australian, 70 to 75 per cent., 11½d.

to 1s.; 80 to 85 per cent., 1s. to 1s. 1d. per lb., landed. Spanish, 70 to 75 per cent., 1s. 2d. per lb., spot.

GERANIUM.—Market has been dull and is rather unsteady. Bourbon, spot, 21s. 9d. for small lots; shipment, about 19s. per lb., c.i.f. Algerian is about 22s. 6d., spot, with shipment offers about 21s. 3d. per lb., c.i.f.

GINGERGRASS.—Some limited business, with spot at 4s. 8d. to 5s., as to quantity; shipment continues at the comparatively high figure of 4s. 9d. per lb., c.i.f.

HO (SHUI).—Occasional limited spot business, with prices ranging from 1s. 9d. to 2s. per lb., as to quantity and quality.

JUNIPER BERRY.—A fair business on spot, with a good-quality oil at about 3s. 6d. per lb.; other quotations for finest quality range up to 5s. per lb., landed.

LAVENDER.—The shipment market continues very firm and it is reported that practically all the remainder of the new crop oil is in the hands of shippers, who now quote: Finest Mt. Blanc, 38 to 40 per cent., is offered at 25s. to 26s., landed; a good standard quality at about 19s.; and other offers are down to 15s. 3d. per lb., landed. Lavandin, new crop, 10s. to 12s. 6d. per lb., landed.

LEMON.—Despite the reports of firmer conditions at the source, some offers at very low figures are being received, and it is understood that some bulk business has been done. Sicilian, hand-pressed, 3s. to 3s. 2d., c.i.f., as to brand, for a good quantity. Machine-made, 2s. 9d. to 2s. 10d. per lb., c.i.f. Californian keeps steady, with a limited spot business: in large drums, 1s. 10d.; in small drums, 1s. 11d. per lb.

LEMONGRASS.—Further slight weakness was reported here early in the week, but the market has since recovered. Inquiry is slow. Spot, drums, 3s. 4½d.; small packing, up to 3s. 7d. per lb. Shipment was down to less than 2s. 10d., but is now mentioned at about 2s. 11d. per lb., c.i.f.

LIME.—The usual business in small quantities on spot is being done, with West Indian distilled about 21s. to 21s. 6d. per lb.

MANDARIN.—Market has been quiet; quoted unchanged at 12s. 6d. to 14s. 6d. per lb., as to quality and quantity.

NEROLI.—Not much business; market steady. Quoted at 14s. 6d., 16s. 3d., 20s. 6d., and 22s. 6d. per oz., as to quality.

ORANGE.—Sicilian sweet to come forward is more or less neglected. Spot offers range from 6s. 3d. to 6s. 6d. per lb. French Guinea oil, spot, drum lots, 3s. to 3s. 1d.; smaller parcels, up to 3s. 3d. per lb. Californian is unchanged on spot, with one case at 2s. 4½d. and two or more cases at 2s. 4½d. per lb.

PALMAROSA.—The spot value for small parcels is now very steady at 5s. 6d. per lb.; shipment is moving firmer at about 5s. 3d., c.i.f., with indications that quotations may go dearer.

PATCHOULI.—Quotations on spot indicate firmer conditions, with some holders asking up to 8s. 4d. for small lots; Singapore oil, for shipment, is firmer, and now close up to 7s. 9d. per lb., c.i.f.

PEPPERMINT.—Except for limited inquiry for afloat the market has been very quiet. Values are being maintained. Spot, 4s. 6d.; shipment, October-December, 4s. 3d.; January-March, 4s. 4d. per lb., c.i.f. sellers. Japanese shippers quoting 4s. 6d. per lb., c.i.f. Thursday: Market is steadier with more inquiry. O/D, 4s. 4d.; January-March, 4s. 4½d., c.i.f. sellers. Shippers now asking 4s. 7d., c.i.f. American natural oil in drums is quoted steadily at 3 dollars 40 to 50 cents, as to brand. Cabled advice indicates firm conditions at the source.

PEITIGRAIN.—Limited spot stocks continue to be offered at 4s. 4d. and upwards; shipment offers are now being received, with December-January at 3s. 9d. per lb., c.i.f. Market is firm.

ROSEMARY.—A little more inquiry this week. Spanish, first quality, 1s. 9d.; second quality, 1s. 4½d. per lb., c.i.f., in quantities.

SANDALWOOD.—Offers on the market indicate outside competition to the Mysore oil; Genuine East Indian Mysore, 19s. per lb., in one-case lots, on spot. English-made East Indian, 22s. 6d. to 25s. per lb., as to quantity. English-made West Indian, cwt. lots, 6s. 9d.; 56 lb., 6s. 10½d.; 14 lb., 7s. per lb.

SPEARMINT.—Business has been restricted. Spot, 9s.; shipment, 7s. 10½d. per lb., c.i.f.

SPIKE.—Sales of finest Spanish have been done at 5s. 7d., landed, and holders are now firm at 5s. 7½d. to 5s. 9d. per lb., as to quantity. Shipment is nominal, with practically no offers. French oil, 7s. 9d. per lb., c.i.f.

VEITERY.—Dealers' prices for spot continue in the region of 3s. for small parcels; shipment, about 28s. 6d. per lb., c.i.f.

WORMSEED.—A slow market, with spot quoted at about 9s. 10½d. per lb.; shipment, 8s. 9d., c.i.f.

Commercial Notes

U.S.A. LIME OIL IMPORTS.—Imports during the first eight months of 1934 amounted to 65,000 pounds, as against 41,500 pounds during an equivalent period of 1933. Declared values were \$340,695 in the 1934 period and \$70,755 in the eight months of 1933.

U.S.A. BUCHU IMPORTS.—During the period January-August, 1934, landings totalled 101,322 lb., valued at \$14,723, compared with 70,701 lb. (\$7,352) during the same period of 1933. Total imports for the year 1932 amounted to 74,050 lb. (\$7,507) and in 1933, 101,851 lb. (\$10,663).

U.S.A. IMPORTS OF BALSAM COFAIRA.—During the period January-August, 1934, arrivals amounted to 183,239 lb., valued at \$27,641, compared with 66,444 lb. (\$5,552) during the same period of 1933. 1932 imports totalled 118,071 lb. (\$7,944) and in 1933, 120,758 lb. (\$13,486).

INDIAN IMPORTS OF CHEMICALS AND DRUGS, ETC.—The total imports of chemicals rose materially from Rs. 62 to Rs. 75½ lakhs, which tends to show that there is a marked improvement in Indian industrial activity. No details are available of the countries of origin. The total imports of drugs and medicines advanced from Rs. 39½ to Rs. 46½ lakhs, due to materially increased imports of miscellaneous drugs and quinine salts.

U.S.A. PSYLLIUM SEED IMPORTS.—Imports for the periods stated were as follows:—

| 1932 | | 1933 | |
|-----------------|----------|-----------------|----------|
| Lbs. | Value | Lbs. | Value |
| 5,503,362 | £465,851 | 4,627,780 | £259,708 |
| 1933 (8 months) | | 1934 (8 months) | |
| Lbs. | Value | Lbs. | Value |
| 3,850,010 | £219,438 | 1,620,567 | £200,503 |

FRENCH GUINEA ORANGE OIL EXPORTS.—Exports for the period January to June for the years mentioned were as follows:—

| | 1932 | 1933 | 1934 |
|-------------------------|---------|---------|---------|
| Exported to— | | | |
| France | 327 | 350 | 1,023 |
| Germany | — | — | 3 |
| Great Britain | 19 | 37 | 150 |
| United States | — | — | 15 |
| Netherlands | — | 10 | — |
| Total | 346 | 597 | 1,191 |
| Total value (Francs)... | 359,000 | 469,000 | 845,000 |

JAVA CITRONELLA OIL.—During the month of September the exports from Java have amounted to 131 tons. The figures for recent years are:—

| | 1931 | 1932 | 1933 | 1934 |
|------------------------|------|------|-------|-------|
| January | 74 | 63 | 107 | 160 |
| February | 73 | 83 | 114 | 134 |
| March | 69 | 72 | 103 | 128 |
| April | 72 | 71 | 110 | 150 |
| May | 78 | 70 | 111 | 134 |
| June | 73 | 76 | 94 | 115 |
| July | 87 | 84 | 123 | 169 |
| August | 50 | 79 | 142 | 133 |
| September | 94 | 83 | 137 | 131 |
| Total | 670 | 681 | 1,041 | 1,256 |
| Monthly average | 74½ | 75½ | 115½ | 139½ |

FREE STATE CHEMICAL INDUSTRIES.—The census of production figures for 1932 for the Irish Free State show that in the fertilisers, chemicals, drugs and paints sections the value of the gross output of fertilisers was £480,347 in 1931, as compared with £388,849 in 1932, while the respective values of the net output were £173,827 and £150,797. The value of the output in chemical drugs and paints rose from £148,405 in 1931 to £181,258 in 1932, and the value of the net output from £69,376 to £75,003. The number employed in this section fell from 977 to 945, and the wages paid from £107,213 to £96,903.

Correspondence

Letters should be written on one side of the paper only. Correspondents may adopt an assumed name, but must in all cases furnish their real name and address to the Editor

An Objective for Pharmacy

SIR,—I sympathise with the views outlined by "Vista" (*C. & D.*, November 10, p. 591) as my own retail experience was similar to his. I was apprenticed in a country pharmacy where, in addition to having a first-class dispensing connection, we mixed paints, sold paraffin, manufactured mineral waters, and ran, in addition, a fine wine and spirit business. Few grocers sold proprietaries in those days; there were no photographic dealers apart from pharmacy; perfumes were sold only by the chemist. In passing from the old state of pharmacy to the more modern, from the unevolved to the evolved, we have made too much haste; and in dropping many of the side-lines mentioned (or having them taken away from us) we have not replaced them with any as profitable. Pure pharmacy, that goal for which our highbrows are striving, does not at the present time yield a big income, and never will until we are able to persuade the State to give us the right to practise it upon a bigger scale than is possible at present.

Yours, etc.,

COUNTRY CHEMIST (12/11).

SIR,—Excellent as your editorial articles invariably are, I have seldom read a better than your masterly exposition of present-day pharmaceutical problems (*C. & D.*, October 27, p. 521). How will pharmacy react to the points you have raised? None can deny that pharmacy forms an integral link in the national health of the country. That being so, it follows that it should and must receive its proper recognition by the Government and nation. You may well ask: "What are our leaders doing?" They cannot be absolved from blame. This inferiority complex with which we are afflicted as a class has been born at Bloomsbury Square, trussed by officialdom, wrapped in cotton-wool and metaphorically labelled "Not to be exposed to direct light." Do our so-called leaders not realise that life for many chemists has become a tragedy through the lack of courage and help of their elected representatives? Or do they not care? It is the duty of the Society to protect our interests and preserve for us the means of at least earning our livelihood free from the necessity of competing with traders for the sale and supply of medicines. The setting up of a Pharmacy Board with power to regulate the professional conduct of members, charges, training and ultimate practising of pharmacists is urgently needed; and the complete reservation of the supply of medicine to chemists should be the goal for which we must all strive. But the members of the Society are not altogether free from blame. They can, if they will, effect an immediate improvement in their conditions by increasing their charges and honouring the charges of others, by declining to be intimidated by the stores, by refusing to be side-tracked by manufacturers who naively state that the growing demand of the public necessitates the introduction of a sixpenny or three-penny size of a line which, but for chemists, would never have been known to the public at all. We desire to be held in honest respect and valued at our true worth to the nation; but we cannot attain this objective if we persist in selling pennyworths of proprietary medicines. You are right when you insist that the first essential is to give the chemist his status. When that has been secured, build his palace if you will! I do not agree with one of your correspondents who doubted whether the reservation of the supply of all medicines through chemists would materially help the depression in pharmacy. Anyone who conducts business in an industrial area or even in our large cities to-day knows, only too well, that large quantities of medicines are supplied through channels other than pharmaceutical. Reserve for the chemist his legitimate work and he will have no need to seek other channels. I have frequently stressed the need for a code of ethics in pharmacy as in other professions; those who will (and may there be many) may carry the torch by

establishing such a code in relation to their *confrères*. In closing I would express my appreciation of the help you are giving and always have given in furthering the interests of pharmacy. Pharmacy is not dead.

Yours truly,

THE THISTLE (13/11).

Chemistry in the Irish Free State

SIR,—“Calculus” is to be admired for his protest against the proposed transfer of the pharmaceutical chemistry classes to University College, Dublin. It is difficult to understand the attitude of the Pharmaceutical Council in this matter. The teaching of chemistry at the Society's school is excellent, and the ability of the University professor controlling the class beyond reproach. Why then this transfer to the University? It is obvious that such action will inflict great hardship on the majority of pharmaceutical students—apart altogether from inflicting inconvenience on employers—and make it impossible for many to attend these day courses. Apprentices are bound by regulation to spend the business day in the pharmacy, and assistants are bound by the ordinary terms of employment. Mr. Brooke Kelly gives as reasons for the proposed change the advantages of University standing; and the making of an easy road for those who discover afterwards that they have a flair for medicine. These advantages are more imaginary than real. It cannot be argued logically that the segregation of chemistry from the general syllabus of a licensing body, and the delegating of it to a University while that licensing body retains the other subjects and the final power of examination over all, will result in conferring University standing on the student. It would be reasonable to assume so if all the other subjects were transferred, and the University held the final power of examination. Otherwise the standing would be half-baked. The advantage claimed for the University course regarding the study of medicine is a “sop to Cerberus.” The “double” road is not always the best road. This fact is well exemplified by the view taken by the medical authorities some years ago regarding the old Apothecaries Hall. It may be said the analogy does not exist, but it must be granted that the two systems run parallel in the same undesirable direction. It is to be sincerely hoped the Pharmaceutical Council will think twice before making a bad blunder.

Yours faithfully,

EMPLOYER (14/11).

SIR,—Mr. Smith, in his letter in the November 3 issue of the *C. & D.*, states that the lectures in Mount Street cannot be completed under eighteen months. This is not correct. A student beginning lectures in October can complete the full course by the end of June. Why not transfer the pharmacy lectures to the University as well?—Yours, etc.,

L.P.S.I. (13/11).

Too Much Control

SIR,—It has been interesting reading the various views on registration of premises. What benefit does the craft get for this? Probably to see other local traders getting a licence for a few shillings. The whole trend of control to-day brings to mind the good old coaching days when masked men with drawn revolvers demanded “Your money or your life.” To-day we are more refined; legislation is effected and then a demand is made for “Your money or your living.” . . . Vested interests have more consideration than we have in the poison laws as framed. Why not grant us exemption from jury lists and the free use of spirit for manufacturing purposes? If the stamp duty can be allowed to all and sundry, why cannot we as chemists have the concessions necessary to carry on our business without let or hindrance? We pass our examinations as fit and competent. Why is it

necessary to have ethyl alcohol, methylated spirits, industrial methylated spirits and surgical spirit? It is only a complication of essential matter; we have so far had very little for the out-of-pocket expenses we have to face. Anything that will enhance the finances of the Society seems to be the greatest consideration. The laws will suit lawyers down to the ground; we are the toys.

Yours, etc.,

J. R. HUCK.

Barnard Castle.

Profit on Destamped Medicines

SIR,—I have noted with interest the indignant letters which from time to time appear in the pharmaceutical Press from chemists who complain that the manufacturer who destamps gives little or nothing extra to the chemist who distributes the line. The view taken by the retailer is that, whether the manufacturer spends the revenue in advertising or not, the ratio of profit to the retailer remains the same. Some retailers say that they are entitled to all the saving, while others would be satisfied with say half the cost of the stamp. Is this attitude consistent with that memorable Elliman's Embrocation battle of 1918? The trade will remember that on account of the meagre profits allowed on that preparation a most effective boycott was organised and the line practically disappeared from the market. If my memory serves me correctly, the late Mr. Elliman contended that the profit was calculated on the preparation at 1s. and not on the selling price of the stamped article, and therefore the chemist's profit was adequate. His contention was vigorously contested by the trade on the ground that the revenue stamp formed part of the complete article and was no concern of the retailer. Is it not therefore a little inconsistent for the retailer now to demand a portion of a saving made by a manufacturer with respect to the stamp; and is it not possible that a reversion to medicine-stamp duty with respect to a proprietary recently destamped may bring with it the whole question as to whether a retailer's profit shall be based on the article itself and not the article plus the stamp? Is it possible that chemists regard destamping as immoral, but are prepared to condone the immorality provided they get a "rake-off"?—I am, etc.,

RETIRED CHEMIST (9/11).

The Retention Fee

SIR,—I enclose a letter from Johannesburg, containing some pretty good comment expressed in vigorous English.—Yours sincerely,

CECIL OWEN, B.Sc.

Chester.

[I have read your article in the *C. & D.* of September 15 on the retention fee, and though the matter only possesses an academic interest for me, I desire to congratulate you on it. . . . If, having passed a man in any examination, you say he cannot be regarded as having passed it, save by paying a yearly fee, words cease to have any meaning. . . . As I intend neither to pay the Pharmaceutical Society any money, nor to return my certificate of qualification, their striking out my name becomes merely childishness. Were I to embark in business in Great Britain, which I shall not, they might proceed against me, with the law on their side; but if I produced my certificate in Court they would at least look rather foolish. The wider aspect is opened up that the leading lights in British Pharmaceutical Society affairs have never yet enjoyed the confidence of the rank and file, being mainly wealthy men quite out of touch with the "one-horse" concerns which are the bulk of the trade, knowing nothing and caring less of men who have to work, often single-handed, seventy or eighty hours a week. I was apprenticed in February 1888, and was a subscribing "apprentice or student" till I moved to London in 1895 and paid a visit to headquarters, where my right of entry to library and museum was challenged. My word was not taken, and I had to produce a receipt for my current subscription to secure admission. I produced the last; and it was the last. . . . I contend, with the funds at

their disposal, the Pharmaceutical Society of Great Britain can well afford for student-subscribers a reading room, employment bureau, tea room or restaurant on teetotal lines (such as many big firms run for their employees), a literary and debating circle, and so forth. I have seen many young men go to the bad among the distractions of London for lack of such a rallying point; the Society's only aim seemed to be to get their money. "The rest is silence!" The air of haughty privileged officialdom which permeated the whole premises in those days was enough to freeze Avernus itself. And I suspect it is the same to-day. . . ."—ARTHUR WM. VENTHAM.]

The Hawking of Chemists' Goods

SIR,—The recent correspondence in your columns regarding the hawking of goods has interested me greatly. Quite apart from the ethical side of this subject, there remains the question: Does it really pay? I have had some experience of country rounds, although not of late years. I should hesitate a long time now, however, before attempting to work up a country business, even though I live in a rural area. The liabilities are heavy. Let us suppose I decided to take the plunge. I should need a motor van, fitted with shelves and compartments suitable for the purpose. Then I should want a reliable man who would require a certain amount of training before setting out to sell even the packed goods usually carried. There would be the cost of garage, repairs, running expenses and depreciation, in addition to the man's wages. A business of this type is not worked up quickly, so that for a time my gross profits would not meet the expenses. If a weekly turnover of, say, £20 were reached in time, I doubt whether there would be much net profit. In these days, too, it must be remembered that the villages are linked with the towns by excellent 'bus services and that country folk like to visit "town." Perhaps the main justification for working up a country round is that it enables the chemist to buy in larger quantities. Under present conditions, I believe it is better to attract the country people to the shop. This can be done by judicious advertising, keen prices, good service and suitable displays.—Yours faithfully,

RURAL CHEMIST (6/11).

Own Lines or Branded Lines?

SIR,—At the annual Conference of the National Pharmaceutical Union (*C. & D.*, November 3, p. 546) a resolution was moved to consider the desirability of a standard pack for pharmaceuticals in place of "own name" lines, the design of the label to be the property of the N.P.U. In these days many chemists buy all their pharmaceuticals ready packed from a wholesale house; this method has some advantages in that the presentation is generally good, there is no trouble with putting up stock, and name and address are printed on minimum quantities. But these lines generally have some brand mark or design of the packer on the label, and they can be obtained by any retailer, whether qualified or not, and so it happens that a window display in the pharmacy may be followed by one in the drug store of exactly the same article at a cut price. Largely for this reason I have always packed my own stock; if it is done systematically, and the buying is right, it can be done at a cost and in a style which compares favourably with that of the wholesaler, and the pack is definitely reserved to one's own business. On this account I should never take up any standard pack in place of my own, for which I have a distinctive label in series, although I believe the idea to be an admirable one for those chemists who are single-handed or who cannot lay out capital in a range of labels, bottles and so forth.

Faithfully yours,

HOME PACKER (13/11).

Five-Day Week

SIR,—I beg to state that our staff started working on this basis without reduction of wages fifteen years ago with highly satisfactory results. A more contented team of workers it would be impossible to find; in fact, we are a "happy family," and the eagerness for work is

such that our output has improved, all putting their shoulder to the wheel with a will, their energy renewed by their week-end rest.—Yours faithfully,

HAYWARD M. DAVENPORT,
Managing Director, J. T. Davenport, Ltd.
London, S.E.1.

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for, and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

C. E. M. (Malta) (7/118).—DENTAL CREAM.—Your sample consists of a soft paste containing calcium carbonate and sodium bicarbonate, deeply coloured with carmine. The basis of the paste apparently consists of soft glycerin of starch, but owing to the depth of the carmine coloration it is not possible definitely to establish the presence of starch. It contains no soap and is entirely soluble in hydrochloric acid. A somewhat similar preparation could be made by triturating carmine with a little glycerin and then incorporating a mixture of 5 parts of calcium carbonate and 1 part of sodium bicarbonate. Make it into a smooth paste with a sufficiency of glycerin of starch, half strength.

W. P. (28/9).—NICOTINE ABSORBENT.—These "crystals," obtained from Germany, are used in a pipe filter. They have the appearance of granulated sugar, and consist of granulated silica gel.

M. B. (3/98).—(1) ELDERBERRY WINE.—The following is the method adopted for preparing elderberry wine:—From the elderberries press out the juice, and to every quart of juice add 2 quarts of water and 2 pounds of sugar. To every quart of the liquid add 1 drachm of compressed yeast. Since fermentation proceeds slowly, Continental authorities recommend the addition of 12 grains of ammonium chloride to every gallon of liquid. The liquid should be put into a clean barrel filled to the bung-hole, which should be large and closed simply by a flap of canvas. Keep at a moderate but even temperature (say 60°-65° F.) for six weeks, and then draw off into another vessel and keep it there for from six to eight weeks longer, when it will be ready for bottling.—
(2) WINE SPICE.—A formula for wine spice is as follows:—

| | |
|------------------------|--------|
| Vanillin extract | 3 dr. |
| Cardamom extract | 3 dr. |
| Pimento extract | 6 dr. |
| Clove extract | 6 dr. |
| Cinnamon extract | 12 dr. |

The extracts referred to are 1 in 10 solutions of the active principles in spirit, and we think that with essence of vanillin and essential oils you would be able to produce a passable extract. It should be dark in colour, that being why the extracts are used.

P. B.—The two following formulas for pomanders may be of interest. Bate's "Pharmacopœia," ed. 1691, gives the ingredients as being:—

| | |
|---|--------|
| Storax | 6 dr. |
| Benzoin | 1 oz. |
| Labdanum | 2 dr. |
| White sanders and cloves of each | 1½ dr. |
| Marjoram and damask rose leaves of each | 4 dr. |
| Musk and ambergris of each | ½ dr. |

Made into a mass with tragacanth mucilage prepared with rose water.

Weddell's "Arcana Fairfaxiana" has the following:—

| | |
|----------------------|-----------|
| Amber grease | 32 grains |
| Muske | 44 grains |
| Sevitt (civet) | 16 grains |
| Baum Benjamin | 6 grains |
| Storackes | 15 grains |
| Labdanum | 6 grains |

Gumdragon steeped in rose water very thick; beat them in a stone mortar to a strong paste, and then mould them.

Legal Queries

C. P. (15/8).—Since the mixture contains 0.025 gram of codeine in 100 grams it contains less than 1 per cent. of codeine, and therefore would come within Part I of the draft Poisons List.

D. M. D. (1/8).—Oil of savin and all preparations or admixtures containing savin or its oil, also ergot of rye and all preparations of ergots, come within Part I of the Poisons Schedule. Consequently, preparations containing oil of savin or extract of ergot can only be sold by a qualified chemist under the conditions regulating the sale of a poison included in Part I of the Schedule.

T. C. (29/1) is a director of a limited company, with which he also has an arrangement for a month's notice as dispenser. The company is about to go into voluntary liquidation. Is "T. C." removable by being given a month's notice by the liquidator? [In our opinion, "T. C.'s" engagement as dispenser can be terminated by the liquidator, at a month's notice. We do not, however, consider that "T. C." can be removed from the board of directors otherwise than in the manner laid down in the company's articles of association.]

M. W. S. (6/11) bought a business, including the stock, fittings and goodwill. The previous owner had half paid for a personal weighing machine which he was buying on hire-purchase. Under the agreement for the sale of the business, the vendor was responsible for all debts incurred by him. "M. W. S." has since paid the balance due on the weighing machine. Can he recover this amount from the vendor? [If, as appears to be the case, the price paid for the business was intended to include the weighing machine, "M. W. S." is, in our opinion, entitled to recover the amount he has paid from his predecessor.]

G. H. S. M. (26/7) bought a business of which the turnover was shown by chartered accountants' figures to be £1,780 a year. An advertisement stated that the average net profit was £500, after paying all expenses including the wages of two girl assistants, and, in an interview, the vendor's agents said that the minimum takings were £40 a week. This is not correct; has "G. H. S. M." any redress? [If he can show that his purchase of the business was induced by misrepresentation of the amount of the turnover and the net profits he is entitled to recover damages, or even to rescind the contract of purchase. It will, of course, be necessary for him to prove that the figures supplied to him were incorrect and that he was influenced by them in making the purchase. We advise "G. H. S. M." to engage an accountant to look through the books in the first place, and then, if the accountant so advises, to instruct a solicitor to take up the case.]

Retrospect of Fifty Years Ago

Reprinted from

"The Chemist and Druggist," November 15, 1884

A Club in Dublin

A general meeting of the chemists and druggists of Dublin was held on November 7, at 87 Marlborough Street, for the purpose of forming a club in connection with the trade in the city. The chair was occupied by Mr. Henry Forwell, L.P.S.I., A.P.S.G.B., and the meeting was well attended. . . . Mr. [E. McC. S.] Hill was elected secretary and was asked to state what had been done at the previous meeting, held on October 15 last, and since. . . . He stated that the general feeling of those in the business was in favour of the establishment of a club, and that it only required a number of energetic men to carry out the movement in a manner befitting the high standing of the trade in Dublin. He proposed that a club be formed "for the purpose of establishing reading rooms, library, billiard-room, lectures, classes, debates, and any other matters which may tend to the social and educational improvement of the members of the trade." The proposition was seconded by Mr. Mothersill, and . . . was carried by acclamation.

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EXTRACT FROM “THE SUNDAY TIMES,” New Brunswick, N.J., dated
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Thirty leading Pittsburgh druggists against whom the A. C. Barnes Company, which manufactures “Argyrol,” recently brought injunction proceedings in the Federal District Court in Pittsburgh, alleging unfair competition and trade-mark infringement have consented to the entry of decrees perpetually enjoining them from selling any other solutions of other products on prescriptions calling for “Argyrol.”

The bills of complaint and affidavits upon which the decrees were granted, showed that the druggists in question had been substituting other solutions for “Argyrol.”

The action taken in Pittsburgh by the Barnes Company came after an intensive investigation following the discovery last summer of similar practices on the part of a number of druggists in Trenton. At that time injunctions were secured against six druggists in the State Capital.

In announcing the outcome of the Pittsburgh suits, John M. Olwyler, vice-president of the A. C. Barnes Company, said that the practice of substituting other products for “Argyrol” Brand Silver Vitellin on physicians’ prescriptions calling for that product was not only a direct violation of the doctors’ orders, but also a serious deception of the public.

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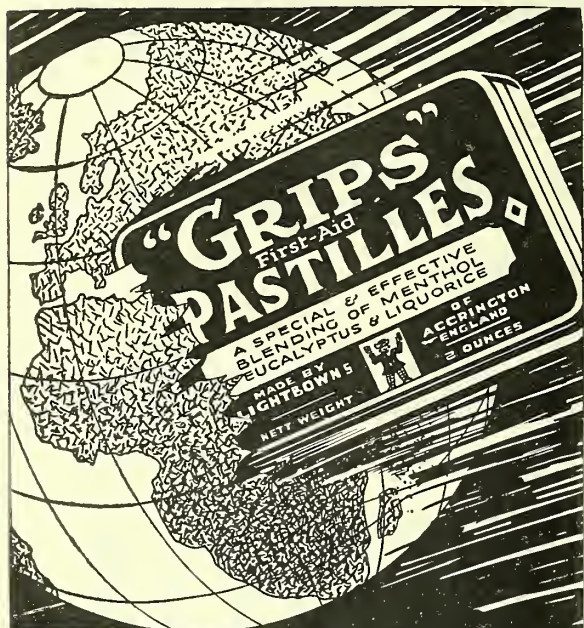
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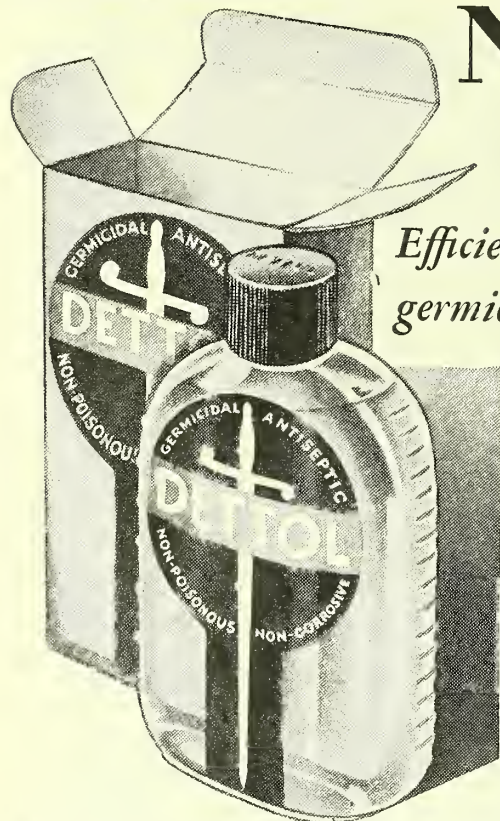
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YELLOW, GREEN, RED FOR BRILLIANTINE, etc.

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COLOURLESS, TASTELESS, ODOURLESS.
ALL SPECIFIC GRAVITIES.

B.P. AND TECHNICAL QUALITIES

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Telegrams: "CENTUMVIR, PHONE, LONDON."



**A RUBBER FLOOR MAT
FOR A 2 DOZEN
ORDER !**

2 Dozen 1/3 size
'HOMOCEA' at
11/3 per dozen.



2 Dozen 1/3 size
PROCTOR'S PINELYPTUS
Pastilles at 11/3 per doz.



or—

ONE DOZEN OF EACH

All Carriage Paid

To every chemist who sends us an order for 2 dozen of either of these lines or 1 dozen of each before November 30, 1934, enclosing cash, we will send 1 rubber floor mat with the goods, or we will send 2 mats (1 of each kind) for an order for 2 dozen of each article.

Orders under this scheme must be received before November 30, 1934. Cash must be enclosed as it is not practicable to make ledger entries for these small transactions, but customers may deduct 6d. for postage, making the actual amount due to be sent for 2 dozen, 22/-.

Please cross cheques, postal or money orders National
Provincial Bank Ltd., and address to Numol Limited,
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NUMOL Ltd.

Now Sole Proprietors and Manufacturers of "Homoceas" and
Proctor's Pinelyptus Pastilles

NEWCASTLE-ON-TYNE



A novel bottle for the super quality
"PENNINE"
 BRAND
GINGER WINE ESSENCE

T.R.2

No other Ginger Wine Essence is so economical and satisfying as Pennine Brand. It makes repeat custom inevitable, for not only the excellence of the contents, but the dimpled bottle itself is an attraction. It has the appearance of quality, just as the essence possesses the full flavour and the tang of quality.

The 3 oz. bottle is the basis of 6 pints of full-strength Ginger Wine at a cost of less than 3d. per pint.

Trade Price : 5/- per dozen

Showcard available.

**THORNTON
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Manufacturing Chemists, MILNSBRIDGE, HUDDERSFIELD

To Retail
 at **9d.**
 PER BOTTLE

AN OLD-FASHIONED—BUT REALLY EFFECTIVE
 remedy for COUGHS, COLDS, IN-
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Licoricine
 ACTS LIKE MAGIC

Prices 10½d., 1s. 3d. and 3s.

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TERMS

10½d. size, 8/6 per doz.
 1/3 " 12/- "
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Less 5% dis. on £6 orders.
 Carriage paid on orders of
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VIRID B.P.**

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We are in a specially favourable position to quote. Prices and Samples sent on application. Please state quantity required. Wholesale only.

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TABLETS

Extensive propaganda has been arranged to introduce Vince Brand Powder to the Medical and Dental Professions. All doctors and dentists in your neighbourhood will receive frequent letters, literature and abundant samples of Vince. The product will be widely recommended and prescribed.



ANNOUNCING IMPORTANT

NEW PRODUCT

FOR MOUTH HYGIENE

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Sole Selling Agents

WILLIAM R. WARNER & CO. LTD.
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ADVANTAGEOUS TERMS:

Price to Public... 1/9 List Price per dozen... 15/9
" " " " 3/6 " " " " 31/6
Five per cent discount on orders for 3 dozen assorted or otherwise.

FREE

INTRODUCTORY PACKAGE

To familiarize you with the preparation, and to meet first demand, we shall be pleased to send you a 1/9d tin of Vince free on request. The free offer is only available for one month.

SEND REQUEST NOW

DeVilbiss

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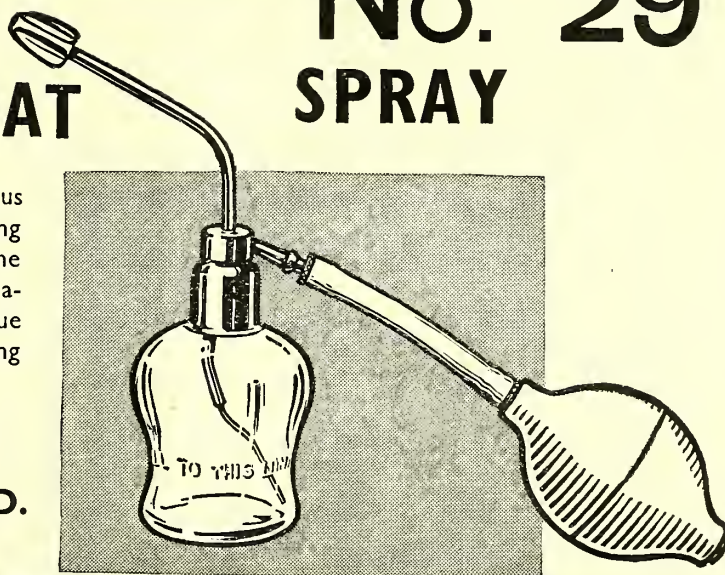
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The well-known Atlas Continuous Spray No. 29 is suitable for spraying either oil or water solutions. The new fluted nasal guard is permanently fixed and is used as a tongue depressor when the throat is being sprayed.

PRICE 40/- per dozen

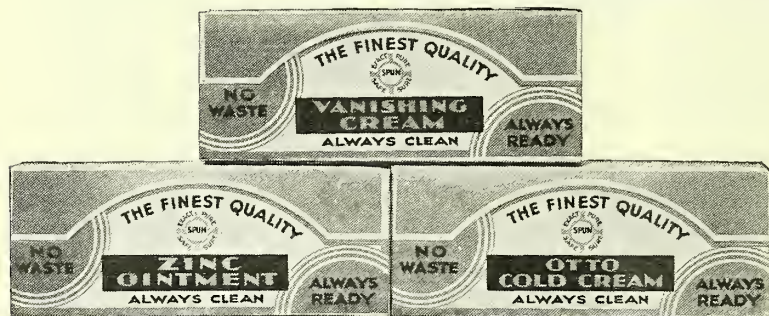
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SPUN OINTMENTS

New Line in Handsome Tubes



Small 18/- per gross
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Large 30/- per gross
1 doz. in outer.

Hygienic and always ready for use.

NEW LINE IN PERFUMES

6 GLASS BARRELS IN
ATTRACTIVE SHOW OUTER

4/- per Dozen Barrels.

NEW LINE IN ESSENCES

6 GLASS BARRELS IN
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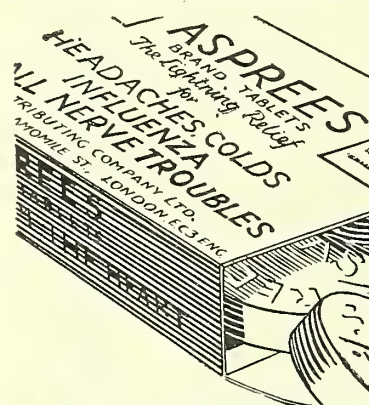
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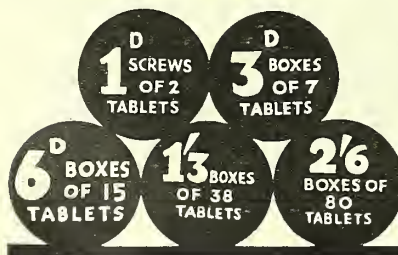
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There's a substantial bonus for every stockist of Asprees Brand Tablets—the increasingly popular medicine for headaches and other pains. Supported by extensive publicity a big demand is inevitable. See that you get your share. Decide now to stock Asprees Brand Tablets and qualify for the special bonus. For full details of the scheme write to **ASPREE'S (DISTRIBUTING) CO., LTD.**, Camomile Chambers, 36 Camomile Street, London, E.C.2

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**BIG BONUS
FOR
STOCKISTS
OF ASPREE'S
BRAND TABLETS**



ASPREE'S

BRAND TABLETS

GALLOWAY'S COUGH SYRUP

*SHOWS NEARLY 50% PROFIT
WHEN BOUGHT ON BEST TERMS*

A £5 ORDER

ENTITLES YOU TO

10% DISCOUNT and **2½% for Prompt Cash**

1/3 SIZE 12/- PER DOZ.

2/6 „ 24/- „ „

CARRIAGE AND PACKING FREE IN UNITED KINGDOM

FAMILY LUNG SYRUP

Special Offer for £5 Parcel

6½d. size - - - 4/9 per doz.

1/- „ - - - 9/- „ „

1/6 „ - - - 13/6 „ „

5% DISCOUNT AND 2½% FOR PROMPT CASH

**LOOK TO YOUR STOCKS AND
SEND YOUR ORDER NOW**

**P. H. GALLOWAY, LTD.
LONDON, S.E.17**

PURE MALT EXTRACT

with *FINEST*

NORWEGIAN COD LIVER OIL

The Brand that does not separate nor crystallize.

Your own name and address on labels. In English jars, etc. Direct from the actual manufacturers.

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in the far North in a cold and healthy climate. The liver oil of the cod, which is extracted a mere matter of hours after capture, is of all the foods we know the richest in vitamins. The great value of Norwegian Medicinal Cod Liver Oil will appear from the fact that medical men regard it as the most efficient weapon in the fight against enfeeblement and disease. Norwegian Medicinal Cod Liver Oil cures and prevents rickets, develops healthy teeth and a strong bone structure, and strengthens the mucous membrane of the respiratory organs.

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FINEST NON-FREEZING MEDICINAL COD LIVER OIL
SELECTED AND SPECIALLY GRADED—HIGH VITAMIN TEST

Buy British

BIOLOGICALLY TESTED

Samples and quotations on request

Isaac Spencer & Co. (ABERDEEN) Ltd.
ALBERT QUAY, ABERDEEN, SCOTLAND

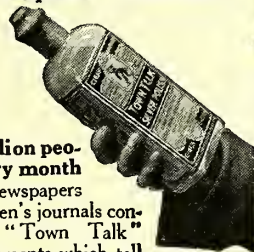
THE TOWN TALK
5 LIQUID SILVER POLISH
SILVER PLATE CLOTH
LIQUID PEWTER POLISH
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GLASS POLISHING CLOTH

Five lines that the housewife regularly buys because of their unequalled excellence



Ten million people every month buy the newspapers and women's journals containing "Town Talk" Advertisements which tell readers the superlative qualities of "Town Talk," also that it is sold by Chemists. **That is why stockists do not have to sell "Town Talk"—they are asked for it.** Order the "Town Talk" 5 quick-selling repeat-order lines. They give a generous profit. Additional "TOWN TALK" Sales Helps supplied free on request. Showcards, Window Displays, Samples, Leaflets, Cinema Slides, Blocks for own advertising.

TOWN TALK POLISH Co., MANCHESTER



You do not have to sell 'TOWN TALK.' Women BUY it.

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May we have the pleasure of sending you particulars of our Window Display Scheme?



NEWBALL & MASON
LIMITED
NOTTINGHAM

BEECHAM PRODUCTS

It is undoubtedly true that the Beecham Products have attained their present popularity through MERIT. Every Chemist and Druggist should participate in the ever-increasing demand for the daily sellers—

BEECHAM'S PILLS BEECHAM'S POWDERS BEECHAMS BRAND LUNG SYRUP



They amply repay any selling co-operation extended to them

Beecham Products never become dead stock. There are no losses on them—all damaged stock is replaced free. They are protected under P.A.T.A. regulations, yield fair profits and are the best paying propositions to handle.

Kindly note that Beechams Brand Lung Syrup can now be obtained in a 2/6 size as well as the 1/3 size and that the 2/6 size contains three times the quantity of the 1/3.

The huge advertisement campaign which appears on behalf of the Beecham Products comprises bold, forceful, compelling advertisements and covers the foremost papers throughout the country. Every day it is helping to sell more and more Beecham Products. House-to-House Distributions augment the press advertising in all districts.

Stock more — Show more — Sell more
BEECHAM PRODUCTS

**BEECHAMS PILLS LIMITED,
ST. HELENS, LANCASHIRE**

● Let us quote for your
season's requirements

Extract
of
Ipecac.Liq
B.P

● **Whiffen** and Sons Ltd.
Fulham, London, S.W.6

TELEPHONE: FULHAM 0037 ● TELEGRAMS: WHIFFEN LONDON
INCORPORATING GEORGE ATKINSON & COMPANY ● EST. 1654

OPENING A PHARMACY

From London

11.1.34

I thank you for dispatching my order so promptly. One consignment arrived a day late, but that was the fault of the railway company. All the goods were received in good condition and I am very pleased with the various packed lines.

From Worcestershire

10.1.34

I should like to take this opportunity of expressing my entire satisfaction with your handling of my opening order. I am extremely pleased with the appearance of the goods, especially the "Purple Key" pack.

I appreciate the great help that Mr. Black has given me and the helpful atmosphere at Hanover Street when we came to Liverpool.

Hoping that this may only be the beginning of a mutually profitable business association.

GET AYRTON'S PUBLICATION

"A New Pharmacy"

AYRTON, SAUNDERS & Co., LTD.

34 Hanover Street,
LIVERPOOL

44-46 North Lotts,
DUBLIN

To Wholesale and Export Trades

SOLID & LIQUID

EXTRACTS

Green Extracts •
Expressed Juices •
Essential Oils •
Belladonna & •
Henbane Preps. •

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IN BOND FOR EXPORT

WILLIAM RANSOM & SON LTD.

Manufacturing Chemists

HITCHIN, Near LONDON

MALTED FOODS

*Special Foods Devised
"Own Name" Formulae
Prepared & Packed*

George King & Co. Ltd.

Kingsbury, London, N.W.9

and

Sycamore Street, London, E.C.1

IN TINS OR TONS

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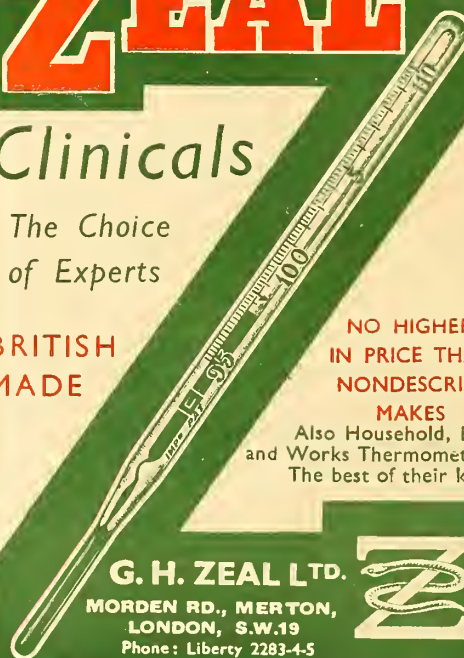
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The Choice
of Experts

BRITISH
MADE

NO HIGHER
IN PRICE THAN
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MAKES
Also Household, Bath
and Works Thermometers.
The best of their kind.



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LONDON, S.W.19

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The CHEMIST AND DRUGGIST SUPPLEMENT

This Supplement is inserted in every copy of The Chemist & Druggist

28 ESSEX STREET, LONDON, W.C.2

NOVEMBER 17, 1934

ADVERTISEMENT TARIFF

ALL ADVERTISEMENTS are PREPAID, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

BUSINESSES WANTED and for **DISPOSAL, PREMISES TO LET** and **FOR SALE, PREMISES WANTED, PARTNERSHIPS, GOODS FOR SALE and AGENCIES**—6/- for 50 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

SITUATIONS OPEN—6/- for 40 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

SITUATIONS WANTED—2/- for 18 words; every additional 10 words or less, 6d. (Box No., 1/- extra.)

LEGAL NOTICES, TENDERS, AUCTIONS, and all specially-spaced announcements, 1/3 per nonpareil line (12 lines = 1 inch single column). (Box No., 1/- extra.)

MISCELLANEOUS (Wholesalers' Section for odd and second-hand lots)—10/- for 60 words; 1/- for every additional 10 words or less. (Box No., 1/- extra.)

EXCHANGE COLUMN (for Retailers, etc.)—Twopence per word, minimum 2/- (Box No., 1/- extra.)

THE CHEMIST & DRUGGIST, 28 Essex St., Strand, London, W.C.2
Telephone: Central 6565 (8 lines). Telegrams: "Chemicus, Estrand, London."

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must reach us
not later than

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ESTABLISHED 1846

Telephone Nos.: CITY 2283 & 7477

May be CONSULTED at their Offices on MATTERS of SALE, PURCHASE & VALUATION

We make no charge to purchasers, and invite intending buyers to communicate with us, stating their requirements

1.—LONDON, W.1.—Old-established good-class Dispensing Business returning over £2,000 per annum; net profit exceeds £400 per annum; attractive shop fitted in mahogany; good, clean saleable stock; long lease at reasonable rental; price about £1,275 all-at, or alternatively £400 for lease and goodwill, plus stock and fixtures at valuation.

2.—HERNE HILL (NEAR).—Old-established Retail Business with excellent Panel; returns approach £2,000; net profit for income tax purposes £440; main-road shop well stocked; rent almost entirely let off; long lease; price £1,100 all-at, or valuation terms entertained.

3.—GREENFORD (NEAR).—Good Middle-class Retail Business with increasing turnover; net profit over £6 per week; lock-up shop nicely fitted and fully stocked; price £650 or near offer.

4.—CATFORD (NEAR).—Cash Drug Store situate in thickly populated area; net profit £5 per week; price, value of stock and fixtures only, £320.

5.—LONDON, S.W.16.—Good Middle-class Business; established over 12 years; returns average £30 weekly; accountant's figures; stock and fixtures worth £675; good living accommodation; price all-at £850 or valuation terms entertained.

6.—ELEPHANT AND CASTLE (NEAR).—Main shopping thoroughfare; Middle-class Retail Business with good Panel; established 40 years; returns last year exceeded £1,100; scope for large increase; gross profit £466; rent entirely let off; price all-at £500; stock and fixtures alone worth at least this figure.

7.—LONDON, N.15.—Middle and Working-class Cash Retail Business run under the management of a lady; returns average £25 weekly at good prices; double-fronted corner shop with nice living accommodation; advantageous sublets; price all-at £650.

8.—THORNTON HEATH (NEAR).—Family Retail Business; in present family 34 years; average turnover £1,200 per annum; net profit £300 per annum; stock and fixtures worth £550; Vendor owns the property and will grant a lease at £80 per annum; sublets bring in £1 2s. 6d. weekly; price all-at £800 or nearest offer.

9.—EAST LONDON.—Middle and Working-class Retail Business; N.H.I. scripts average 100 per week; turnover £24 weekly, plus Panel; good profits; stock and fixtures worth £470; reasonable rental; price £400, plus stock at valuation, in all about £750.

10.—GOLDERS GREEN.—Good-class Retail Business; established early in 1930; returns exceed £1,800 per annum, increasing; scope for

increase in hands of qualified; further details upon application; price about £1,000.

11.—EAST COAST.—High-class Chemist's Business with Wine and Spirit Licence; established many years; returns over £6,000 per annum under management; intending purchasers with capital available up to £4,500 will be furnished with details on receipt of a bankers' reference.

12.—PETWORTH (NEAR).—Good-class Business; established 60 years; returns average £20 per week under management; good prices are obtained; stock and fixtures worth £325; living accommodation; well stocked; garden; rent £39 per annum; offers invited.

13.—WESTERN CITY.—Business and Branch for disposal; combined returns for last completed financial year £3,500; gross profit £1,200; stock and fixtures worth £1,650; price £2,000 all-at, or valuation terms entertained.

14.—READING (NEAR).—Middle-class Country Retail Business; turnover for last financial year £1,092; good living accommodation with three bedrooms; garden; stock worth £250 to £300; price all-at £650.

15.—NORFOLK COAST.—Good-class Business situate in excellent position; established nearly 40 years; returns under management exceed £1,950 per annum; good living accommodation with bathroom, 6 bedrooms; rent £100 per annum; price about £1,250 or valuation terms entertained.

16.—CHESHIRE.—General Retail Business at present conducted as a Drug Store; returns 1934, £768 plus Optical £80-£100 per annum; rent £20 per annum; price £350; at present conducted by unqualified lady manageress.

17.—WORCS.—Good-class Dispensing Business with full Off-Licence; turnover exceeds £2,000 per annum; net profit approximately £450; stock and fixtures worth about £1,050; spacious accommodation; six bedrooms, etc.; half-acre garden with tennis court and swimming pool; net rent £42 per annum; held on lease; price all-at £1,650 or £600 plus stock and fixtures at valuation.

18.—WARWICKSHIRE.—General Retail Business taking approximately £22 per week with good scope for improvement; comfortable living accommodation with four bedrooms, etc.; rent £50 per annum; price all-at £750.

19.—BIRMINGHAM.—Working-class Retail Business; net profit over £350 per annum; accountant's figures; living accommodation; price all-at £485 or near offer.

Chemists' Transfers, Valuations for Sale, Stocktaking & Probate

Special Terms for Income Tax Valuations and Preparation of Accounts by Qualified Accountants.

Ernest J. George & Co. Bank Chambers, 329 High Holborn, London, W.C.1

Correspondence, mutually confidential, is invited from prospective purchasers of the following businesses at present available for disposal

15 Bridge Street, Walsall Telephone : Walsall 3774

(Cr) BRISTOL.—Established retail business with good living accommodation; turnover has shown steady and consistent increase during the past three years, and is at present at the rate of approximately £25 per week; rent £120 per annum inclusive; price about £950; open to offer.

(C2) STAFFS.—Progressive lock-up pharmacy with excellent prospects under personal proprietorship; turnover for 1933-34 financial year, £1,276; should be well capable of an early £40 per week; rent £45 per annum; no near opposition; price £600 all-at.

(C3) LONDON, S.W.—Attractive modern pharmacy, unopposed, with small flat above, situated in high-class residential area; turnover for 1933-34 financial year, £2,228, and steadily increasing; excellent dispensing connection; price about £1,500, including stock and fixtures £1,000.

(C4) NORFOLK.—Good-class profit-earning business, situated in pleasant seaside town; turnover approximately £2,500 per annum; net profit £600; accountant's figures available; rent £80; price £1,850.

(C5) NORTH WALES (SEASIDE TOWN).—Good-class pharmacy, prominently situated, for disposal owing to retirement; turnover for 1933-34 £2,324, being an increase over the previous year's figures; net profit about £475; property can be leased or purchased as desired; living accommodation; price £1,500, including stock £900, subject to valuation if necessary.

(C6) MORDEN (NEAR).—Up-to-date pharmacy, with good flat above, situated in growing middle-class suburban district; present returns approximately £1,800 per annum; net profit about £400; price £1,100 or near offer.

(C7) CHESHIRE.—Good-class business with no immediate opposition; turnover approximately £1,300 per annum; net profit about £325; excellent living accommodation with all modern conveniences; rent £70; price £700.

(C8) KENT.—Village business, entirely unopposed, admirably suited to chemist desirous of leading a quiet existence; up-to-date house, with excellent garden, including orchard, lawn, etc., and garage; business and freehold can be purchased for a reasonable figure, and a substantial mortgage arranged if desired; present net profit approximately £300 per annum; confidential details upon application.

(C9) LEEDS.—Good profit-earning business, situated in working class area; turnover for last financial year, £1,519; audited figures available; rent £70, inclusive of living accommodation; excellent scope under personal proprietorship; price about £800.

(C10) BRIGHTON.—Old-established main-road business, situated in populous middle-class residential area; turnover approximately £200 per week, with excellent scope for further increase; rent £90 per annum, including living accommodation; price £650 or near offer.

(C11) SUFFOLK.—Unopposed business, with living accommodation; situated near to popular seaside resort; average turnover approximately £1,150 per annum; net profit about £350; reasonable rental and purchase price.

(C12) ROMFORD (NEAR).—Attractive double-fronted main-road business, with living accommodation; net profit £550-£600 per annum; rent £60; excellent scope; price £1,625 or offer.

(C13) SYDENHAM (NEAR).—Old-established business, with excellent and genuine scope for increase; turnover, without personal interest or attention, for last financial year, £1,225; rent £70, less sublet £52; living accommodation available if required; price £650, part of which could remain; excellent opportunity.

(C14) LANCs.—Old-established business situated in market town; turnover £2,100 per annum approximately; net profit £428; rent and rates £53; lock-up shop; price about £1,500, including stock £700.

(C15) HANTS.—Unopposed pharmacy, with living accommodation, situated near to sea, amid beautiful country surroundings; up-to-date conveniences, including bathroom, main drainage, etc.; turnover approximately £1,250 per annum; net profit £375; price £900.

(C16) MANCHESTER (NEAR).—Working-class business, with large N.H.I.; present returns approximately £22 per week; reasonable rental, including living accommodation; price £400 all-at.

(C17) MANCHESTER (NEAR).—Established middle-working-class business, with small house above; large N.H.I.; net profit for last financial year, £408; rent and rates £37; price, £800.

(C18) LONDON, E.C.1.—Neglected cash business, excellently situated; old-established; large N.H.I.; present net profit approximately £5 per week; living accommodation; price £400 all-at; splendid opportunity for chemist with limited capital.

(C19) SUSSEX.—Village pharmacy with living accommodation, and garden with fruit trees, etc.; present returns approximately £20 per week; no qualified opposition; rent and rates £45 per annum; price £600 or offer.

(C20) EALING (NEAR).—Lock-up pharmacy, situated in populous residential area; turnover approximately £26 per week, and steadily increasing; rent £78 per annum; price £750; living accommodation nearby if required.

(C21) UXBRIDGE (NEAR).—Exceptional opportunity to purchase good suburban business, with particularly attractive future prospects; present returns approximately £1,000 per annum; the neighbourhood is bound to extend considerably in the near future, and there is no opposition; good living accommodation; first reasonable offer accepted for a quick sale.

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(One minute from St. Pancras and King's Cross Stations.)

1.—SOUTH COAST.—High-class Dispensing Business in splendid position; turnover £3,300; good profits; attractive Pharmacy, fully stocked; price £2,750; further details on receipt of banker's reference.

2.—ESSEX COAST.—Good Middle-class Business; in very best position; returns exceed £2,600; gross profit £833; scope for increase; attractive corner pharmacy; heavily stocked; genuine reasons for selling; price £1,600, little more than valuation.

3.—WEST OF ENGLAND.—Light Cash Retail; in popular seaside resort; returns about £950, increasing; net profit £240; net rent £45; 14 years' lease; stock worth £320; good fittings; price for quick sale £400.

4.—CHESHIRE.—Country Drug Stores; mixed trade, with some Optics; returns £730, plus about £100 Optics; low rent; lock-up shop; stock worth £200; owner retiring; price all at £300.

5.—WESTCLIFF-ON-SEA.—Sound Progressive Cash Business; present returns £27 weekly; not season trade; steadily increasing; corner position; good flat over; moderate rent; price £800, or £350, stock at valuation; recommended.

6.—KENT (14 miles out).—Unopposed Village Business; pleasantly situated; returns £1,150, net profit £290; stock and fixtures worth approximately £600; price £750.

7.—LONDON, S.W.—Exceptional opportunity; £975 secures sound, well-established business in busy main road; returns last year over £2,250, scope for increase; good house; fully stocked; personally recommended.

8.—HORNSEY (near).—Old-established Business, with large Panel; returns average £1,700; gross profits 38 per cent.; books audited; plenty of scope in younger hands; moderate rent; on long lease; owner retiring; price £1,500.

9.—ST. PANCRAS (near).—Light Cash Retail with N.H.I. and Photo, in thickly populated district; returns under manager over £1,100; scope for increase; smart double-fronted shop, well stocked; low rent; price for early sale £600.

10.—WIMBLEDON.—Well-established Light Cash Retail; no immediate opposition; returns £950, net profit £248; attractive shop with house attached; low rent; price £675 or £150 plus valuation; recommended.

11.—LONDON, N.—Middle-class Cash business, in good position, with exceptional potentialities under smart proprietor; returns £25 to £30 weekly; handsome shop, ultra-modern front; every convenience; price £350, plus stock at valuation, in all about £700.

Estab. 1870,

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BUSINESSES FOR DISPOSAL.

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CITY OF LONDON.—Opportunity to Purchase an Attractive Business in a leading thoroughfare at a very reasonable figure (little more than value of stock and fixtures); turnover (certified) approximately £3,000 per annum; elegantly fitted; excellent potentialities with necessary capital for extension purposes; reasonable rental. 251/123, Office of this Paper.

HAMPSHIRE.—Unopposed Country Business; £20 weekly turnover; rent £52, covering good house, garage, kitchen garden and long riverside meadow; electric light throughout; will suit (1) Chemist who will visit surrounding villages in car (open for purchase, with luggage-box and removable name-board on roof) and leave wife in charge for a few hours, or (2) Elderly Chemist wanting quiet business in rural surroundings; stock and fixture valuation, about £750. Apply 217/6, Office of this Paper.

LANCASHIRE TOWN.—Old-established main-road business; good N.H.I.; net profit £400; price £800. 219/19, Office of this Paper.

LONDON, N.—Old-established Drug and Photographic Stores, with Kodak Depot; real opening for Qualified; huge N.H.I. available; good Prescribing and living accommodation; net profits nearly £300; stock, &c., at mutual valuation; freehold property £800; first reasonable offer for quick sale. 219/55, Office of this Paper.

LONDON (North-West).—Good position in rapidly extending district; modern lock-up corner shop, next to surgery; N.H.I., Photographic, with visiting Optician; no near opposition; long lease at low rental; £250 net profit last year (books kept), steadily increasing; well stocked and fitted; £675 all at. Further details to prospective purchasers. 219/9, Office of this Paper.

LONDON, N.W.—Lock-up Dispensing and Photographic; low rent, long lease; exceptional opportunity for young Qualified with limited capital to acquire sound and genuine proposition; owner leaving district; price £275, worth considerably more; bank or suitable reference with application, please. 219/15, Office of this Paper.

NORTH ENGLAND.—£700 approx. buys small but very profitable Old-established Chemist's Business; low overhead expenses; excellent proposition for young Chemist; sound reasons for selling; cash buyers only and satisfactory references requested. 220/100, Office of this Paper.

SOUTH COAST.—A Company with several food stores in London wish to dispose of their Pharmacy at a South Coast town; genuine business; accountants' figures; turnover from January 1, 1934, to September 30, £1,045; selling because company are concentrating on food stores in London; price, including large stock, valuable lease, &c., £1,000; a bargain. Write BM/OSRS, 97 High Holborn, W.C.1.

SOUTH COAST.—Business occupying good main-road position in prominent seaside resort; old established; turnover about £20 per week, but capable of considerable increase; living accommodation; moderate rental and purchase price. 252/131, Office of this Paper.

A STOUNDING OPPORTUNITY.—£350 only, plus stock at valuation, for early sale; modern N. London Dispensing Chemists; attractively fitted; increasing turnover; unlimited scope; at bus stop; densely populated district; living accommodation in perfect condition; must be seen to be appreciated; genuine applicants only apply; good lease. Write 219/49, Office of this Paper.

BIG Chance for Young Qualified.—Well-fitted stocked smart Drug Store, busy London suburb; good house (sublet), garden, valuable lease; large Panel waiting to be attached; £300 or reasonably near offer; value of stock, fixtures and lease; must sell soon, owner going abroad. Write Rhei, 219/16, Office of this Paper.

NET PROFIT £550 PER ANNUM.—Chemist's in main road, 8 miles out; very attractive shop, 7 rooms, bathroom; lease 11 years at £120 per annum; trade £47 per week; audited accounts; a live business offered at £1,175; s.a.v., about £850. Sole Agents, Lindell's, Ltd., 14 Hanover Square, W.1.

QUICK Sale necessary of Surrey Country Business; owner going larger concern; stock and fittings £200; taking £13-£15 per week; good profits; splendid new flat and pleasant situation; Kodak and N.H.I.; rent and rates £95; district is developing rapidly; first reasonable offer accepted. 219/54, Office of this Paper.

£300-£500 WILL Purchase an interest in a steadily progressing Business in North Surrey, with a view to ultimate succession; present return approximately £30 per week; good modern flat on premises. Full particulars upon application to Ernest J. George & Co., 329 High Holborn, London, W.C.1.

BUSINESSES WANTED.

GOOD-CLASS Business required by Private Chemist; turnover £2,500 to £5,000; immediate capital, with bankers' references available; usual particulars (which will be treated in strict confidence) are invited from chemists contemplating disposal. 218/11, Office of this Paper.

PREMISES FOR SALE.

N.W. LONDON.—Shop and maisonette, opposite station (Met. Rly.) in the very limited shopping area of Moor Park Estate; freehold would be sold or to let at £175 to £200 p.a. Apply Estate Office, Moor Park, or Hillier, Parker, May & Rowden, 27 Maddox Street, W.1. Tel.: Mayfair 7666.

SIDCUP (main road).—In centre of thickly-populated district; excellent Shops, each with self-contained flat over; unique opening for a Chemist and Druggist; price £1,650 freehold, or would be let on lease. Full details from J. Baker, Cooke & Standen, Edgware Tube Station, Middlesex. (Tel.: EDGware 0140/1.)

1,000 WOMEN ON THE DOORSTEP. 2,000 Customers in 350 houses (average price £1,000 each) within half-a-mile; a new arrival every week. Excellent opportunity for Chemist to serve this virgin market; new shops, with sunshine roofs, just completed; on main road; motorists' car park provided; 7 miles from Bradford, 9 from Leeds. Tranmere Park, Guiseley. Each Shop dual entrance, customers may go direct to ground or first floor—the latter may be turned into self-contained flat. Electric sign on fascia. Rates 12s. 6d.—all services. Shop and house about £1,000. Apply J. Prior & Son, Tranmere Park, Guiseley, near Leeds.

PREMISES TO LET.

PARFUMERIES DE PARIS, LTD. (in voluntary liquidation) offer the lease of modern premises of over 10,000 sq. ft. until Christmas, 1936, at a rental of £700 per annum and charges; fitted for Toilet business and with all up-to-date conveniences. Larden Road, Acton, W.3. Tel.: Shepherds Bush 2345.

TO LET on Lease, three Shops, remainder of terrace of eight on main London road in good shopping district; openings for Chemist, grocer, boot and drapery, greengrocer, &c. Apply H. H. & F. Roll, Ltd., 7 Ashley Road, Epsom.

PARTNERSHIPS.

ADVERTISER, Pharmacist, desires preliminary situation, with view to Partnership or share in established Manufacturing House of good repute, capable of bearing thorough investigation and whose products are specialities (not essential, but preferred); capital available for investment if suitable, £1,500-£2,000. Full particulars, &c., in strictest confidence. 221/1, Office of this Paper.

ADVERTISER wishes to meet present Business Manager wanting to start profitable line of business on own account; business proposed must offer scope for development and bear full investigation; if satisfactory, partnership offered and finance provided; applications strictly confidential. Write 209/1, Office of this Paper.

PARTNER.—Chemist, with established business and option on premises for branch, wants investment; £350-£500; salary; half-share. 252/129, Office of this Paper.

TENDERS INVITED.

NOTTINGHAMSHIRE COUNTY COUNCIL. TENDERS FOR MEDICAL, SURGICAL AND DENTAL SUPPLIES.

THE Nottinghamshire County Council invite Tenders for the supply of Medical, Surgical and Dental Goods to the several centres in the county, for the period of twelve months commencing 1st January, 1935.

Particulars as to description and quantities of the goods which it is probable will be required and Forms of Tender may be obtained upon application (accompanied by a stamped addressed envelope) to the County Medical Officer, Shire Hall, Nottingham.

Sealed and endorsed Tenders should be delivered to the undersigned on or before the first post on Saturday, 1st December, 1934.

The County Council do not bind themselves to accept the lowest or any Tender.

Shire Hall, K. TWEEDALE MEABY,
Nottingham, Clerk of the County Council.
14th November, 1934.

AGENCIES.

EXCLUSIVE Retail Agencies offered for a new Skin Cream for Toilet and other uses; retails at 1s. per jar; suitable for highest-class business; satisfactory terms. Write Monomark, BCM/Pazalene, High Holborn, London, W.C.1.

APPRENTICES.

YOUNG Lady living in South-West London requires Apprenticeship; Hospital or Retail; Part I; Dispensing knowledge. 219/44, Office of this Paper.

SITUATIONS OPEN.

RETAIL (HOME).

6s. for 40 words or less ; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

BIRMINGHAM.—Qualified Assistant for Relief, permanency, with view to Management; experienced; good Displayman. Apply, with full particulars, Managing Director, Hedges (Chemists), Ltd., 10 Dale End, Birmingham.

EASTBOURNE.—Qualified Man (25-35) as Manager; Optical experience and qualification an advantage; permanency, outdoors. Apply, giving full particulars, age, height, experience, salary required, enclose photo., Cofman's Pharmacy, 41 Hart Street, London, W.C.1.

HENDON.—Lady, Qualified, required for Dispensing and Counter (start December 3); also Improver with good Dispensing experience. Write, stating age, height and eye colour, with brief note of experience and references, Mackay, 193 Broadway, N.W.9.

HEREFORDSHIRE GENERAL HOSPITAL, HEREFORD.

APPPLICATIONS are invited for the post of Pharmacist; candidates must be members of the Pharmaceutical Society. Applications, stating age, experience and salary required, and accompanied by not more than three recent testimonials, to be sent to the undersigned by 30th November, 1934.

T. W. UPTON,
Secretary.

LEIGH-ON-SEA (near).—Qualified Lady to assist Lady owner in small branch; working-class. State salary and experience and when disengaged. Fisher Cliffe, 85 Sea Grove, Leigh-on-Sea, Essex.

LONDON, W.—Qualified Dispenser, Male, required at once for High-class Dispensing Business; good prospects of advancement; full particulars in first letter, age, height, experience, salary expected. 251/122, Office of this Paper.

LONDON (West End).—Unqualified Junior Assistant or Improver wanted at once for good-class business near Piccadilly. Send full particulars of experience and salary required. Apply 219/13, Office of this Paper.

MANCHESTER DISTRICT.—Manager required (about 30), preferably with Optical qualification; must be thoroughly competent, energetic, and have good business-building ability; living accommodation on premises. Please give fullest particulars, including age, experience, whether married, and salary required. 219/26, Office of this Paper.

NORTH-EAST CITY SUBURB.—Manager wanted for Small Working-class Business; must be good Window-dresser and quick Dispenser; commencing salary £3 15s. weekly, with prospects to active worker. 220/10, Office of this Paper.

NORTH LONDON.—Unqualified, mornings only; good quick Salesman, capable of driving motor delivery van. 219/29, Office of this Paper.

A JUNIOR Assistant (male), Unqualified, required for working-class locality; accustomed to N.H.I. Dispensing, with knowledge of Counter and Window-dressing. Apply by letter, giving full particulars of age, experience and salary required, to "Chemist," 76 Carnarvon Road, London, E.15.

A QUALIFIED Optician, with knowledge of Pharmacy, required at once. "Optician," 274 Coleshill Road, Ward End, Birmingham 8.

AN Opportunity occurs for an enterprising young Pharmacist (either sex) to manage branch of progressive company; small investment (guaranteed) required. Send full details in confidence, 219/12, Office of this Paper.

ASSISTANT.—Young Man (22-25), Unqualified, wanted; Dispensing and Counter; good references essential. Apply James H. Wilson, Ltd., The Broadway, Crouch End, N.8.

JUNIOR and Apprentice required immediately; Junior must be a good Dispenser and Window-dresser; Apprentice preferably one who has already Part I and requires first-class Dispensing experience. Apply Mason's, Chemists, 89 Acre Lane, Brixton.

JUNIOR or Improver for Family Business; Counter, Dispensing and Window-dressing. Reply, with full particulars as to experience, salary required, references, &c., to A. W. Williams, Ph.Ch., 52 Station Road, Taunton.

LADY M.P.S. (about 25) wanted at once. Fullest details in first letter. 252/128, Office of this Paper.

LOCUM required, December 11 to 24 inclusive, for Dispensing and Toilet business. State age, experience and salary required. Applicants not answered in 7 days respectfully declined. Matthews, 111 Elm Grove, Southsea.

PART-TIME Assistant, Qualified, married, and accustomed to good-class business; light evening duties and a four-room flat. Apply Messrs. Amore & Co., 173 Sloane Street, S.W.1.

QUALIFIED Assistant immediately for West End, with foreign experience and able to speak Italian or French. 251/112, Office of this Paper.

QUALIFIED Chemist required to manage Drug Sales Department and Drug Packing Department; must be thoroughly experienced in all sections of the business. Applications, stating age, experience, salary required and references, endorsed "Drug," to be sent to Committee, Bolton Co-operative Society, Ltd., Bow Street, Bolton, so as to be received not later than Monday, November 19th. Canvassing the Committee will be a disqualification.

QUALIFIED Locum required from (beginning) 9 a.m. Monday, December 24th, to Sunday night, 8 p.m., December 30th; closed Christmas Day; replies must state salary required (to live out) and enclose references and photograph, or will be unanswered. 252/126, Office of this Paper.

QUALIFIED Man for Branch in country; must be energetic, good Window-dresser and able to get and hold business. Write, stating age, experience and salary required, to "Chemist," 10 Burford Road, Bickley, Kent.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 100 to 150 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

QUALIFIED wanted at once for small business; permanent. Write, stating experience, age, lowest salary to commence, and photo (which will be returned), 217/1, Office of this Paper.

REQUIRED at or before New Year, Pharmacist-Optician as Manager of progressive industrial South Wales business; commencing salary £5 weekly plus liberal commission; free living accommodation available; excellent opportunity for an enthusiastic man of first-class ability and sound experience. Apply 218/7, Office of this Paper.

UNQUALIFIED Assistant (about 25); must be good Dispenser. Full particulars to A. S. Rollin, 75 Trinity Road, Southend-on-Sea.

UNQUALIFIED Junior; S.E. London; please state full particulars as to age, salary and experience; applications not answered in 4 days respectfully declined. 251/119, Office of this Paper.

WANTED.—An experienced Lady Assistant for good-class Pharmacy. Apply, giving full particulars, references and salary required, Hawker, 129 Gloucester Road, Bristol.

WANTED.—Junior Assistant, passed Part I. Apply, stating age, experience, salary required and references, to Philadelphus Jeyes & Co., Ltd., Chemists, Northampton.

YOUNG lady Assistant required in a good-class suburban business; assist at Counter and help dress Windows. Apply by letter, with particulars of previous experience and salary required. William Ellis, Chemist, Ilford.

WHOLESALE.

LANCASHIRE.—Young and Active Representative wanted, preferably with some Retail experience, to work and extend existing connection in Lancashire, Cheshire and North Wales; applications treated in confidence; write, stating age, experience, remuneration required and when available; no stamps. 251/125, Office of this Paper.

ACTIVE Representatives required to carry our Dyes and Pharmaceutical Products in addition to non-clashing lines already handled; liberal commission and weekly expenses allowance; good opportunity for right men; territories open: Midlands, South Coast, West of England. Full particulars to Whitaker & Co. (Kendal), Ltd., Manufacturing Chemists, Kendal.

CARSON'S PRODUCTS, LTD., Manufacturing Chemists, invite applications from Salesmen with established Chemist connection in Midlands, Home Counties or West of England, to sell new nationally advertised repeating Proprietary; liberal commission basis; no objection to non-competing lines being carried. Write about your lines and territory to Box R.G., c/o 47 Baker Street, London, W.1.

FULLY Qualified Lady Chemist required; knowledge Card Indexing and General Office Routine desirable. Write fully, 251/116, Office of this Paper.

TOZO PRODUCTS require Representative (Qualified) in London and Home Counties; good connection amongst Wholesale and Retail Chemists essential; salary and good commission, with excellent prospects; vacancies also for Provincial representation. Full particulars to 61 Maple Street, W.1.

MAN required with Pharmaceutical experience in Manufacture of Tinctures, Extracts, Ointments, &c. Box 164, Gordon House, 75/9 Farringdon Street, London, E.C.4.

MEDICAL Propagandists required at once by well-known old-established Company to introduce Proprietaries to Doctors and Hospitals in London and Provinces; some knowledge of Therapeutics and experience in obtaining interviews desirable; Qualified preferable but not essential. Write, in confidence, stating experience, salary required and when able to commence, to 252/130, Office of this Paper.

NEW ARTICLE FOR THE MILLION.—Traveller of repute wanted, representing a well-known house and who requires a really good Sideline to increase his present income; small article; certain sale; only a gentleman with an assured and proved connection. Address, 218/9, Office of this Paper.

REPRESENTATIVE required by London Drug House with first-class sales record and good connection amongst Chemists and Institutions in S. Yorks, Lincs and Notts; some Pharmaceutical training essential; must be car owner and resident on ground. 251/124, Office of this Paper.

REPRESENTATIVE wanted, already calling London and suburban Pharmaceutical Chemists, to take over Agency and connection of old-established firm of Surgical Requisite Manufacturers and further develop same as sideline on commission basis. Give details experience, &c., age. Must be prepared sign fidelity bond if required. 212/55, Office of this Paper.

REPRESENTATIVE wanted, Birmingham area, with connection among Manufacturers of Chemicals, Food Products, Soap, &c., by first-class British makers of Filling, Packing, Granulating and Allied Machines. 251/117, Office of this Paper.

REPRESENTATIVE wanted, Manchester area, with connection among Manufacturers of Chemicals, Food Products, Soap, &c., by first-class British Makers of Filling, Packing, Granulating and Allied Machines. 251/118, Office of this Paper.

THREE Territories only are vacant for First-class Representatives: Cornwall, Devonshire; North, Mid Wales, Herts, Shropshire, Staffordshire; Westmorland, Cumberland, Northumberland, North-East Riding; for distribution of well-known lines widely advertised, showing generous profits; no objections to non-competitive lines; only men with good connections amongst Chemists and Druggists need apply; excellent commission basis only. 251/120, Office of this Paper.

YOUNG Qualified Man required for indoor staff London Wholesale House. State age, experience and salary required to 251/121, Office of this Paper.

COLONIAL, INDIAN AND FOREIGN.

MALAY STATES.—Junior Assistant (Qualified) required, with Optical qualification and experience; single (age about 25 years); second-class passage out and home; Scot preferred; excellent prospects for right man. Apply by letter only to Dakin Brothers, Ltd., 82 Middlesex Street, London, E.1, with copies of references.

EXCLUSIVE Sole Representatives wanted for Foreign-Made Recognised Pharmaceutical Products for various parts of the British Empire, Far East and South America; exceptional opportunity for a permanent profitable business; applicants must be financially able to carry stock for immediate deliveries. Write "Firstclassmakes," 251/115, Office of this Paper.

SITUATIONS WANTED.

RETAIL (HOME).

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid. (Box No., 1s. extra.)

A.A.A.—**QUALIFIED** (27) seeks progressive Managerial position; first-class London and Provincial experience; business builder; keen, energetic, reliable; undeniable testimonials. Gordon, 24 Bergholt Crescent, N.16.

A.A.—**ASSISTANT** (22), 6 years' experience, requires permanent or temporary situation; trustworthy, conscientious; capable Dispenser, Salesman, Window-dresser; West London preferred; references; disengaged. "K.", 47 Aldbourne Road, W.12.

A.A.—**EXPERIENCED** Assistant; Dispensing, Counter, Windows, Prescribing and Photography; abstainer; trustworthy; unregistered. Harries, 86 Coldharbour Road, Bristol.

A.A.—**LOCUM**; permanent; Unqualified; tall, adaptable; Prize Photographer, keen Organiser; highly recommended last three berths. "Mac," Wotton-under-Edge, Glos.

A **MANAGER** (33; 5 ft. 10 in.); with view to purchasing business; good all round experience; moderate salary. 219/22, Office of this Paper.

A **QUALIFIED** Manager or Assistant, 20 years' all-round experience, requires position London or suburbs. Davies, 109 Alexandra Drive, Surbiton, Surrey.

A **QUALIFIED** (29) seeks progressive berth, Manager or Assistant; London preferred; thorough experience; efficient Salesman and Dispenser; disengaged. 219/36, Office of this Paper.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensue. Strict attention to this detail will be appreciated.

AN experienced Assistant; where Dispensing and Pharmacy knowledge is necessary; tall, good appearance. "B. D. H.," 3 Upper Westbourne Terrace, W.2.

AS Assistant or Locum in good-class Pharmacy; Qualified Lady; disengaged. The Elms, Horsell Park, Woking.

ASSISTANT; competent Dispenser and Salesman; 25 years' experience, Unregistered; single; active. "Aspirin," 61 Fartown Green Road, Fartown, Huddersfield.

ASSISTANT, Unqualified; tall, single; Dispensing, Counter and Photographics. Harris, 11 Lloyd Road, South Levenshulme, Manchester.

ASSISTANT (25), Part I; expert Dispenser; used to High-class Family business. Bishop, 41 Hillcross Avenue, Morden, Surrey.

ASSISTANT (24), Qualified, Male, unmarried, requires post in Family Dispensing Business; excellent references; London experience. 217/3, Office of this Paper.

ASSISTANT (24), Qualified, requires position; reliable Dispenser; experienced in all branches, including Photographic; Welsh. 216/3, Office of this Paper.

ASSISTANT (21), Unqualified; excellent references; accurate Dispenser, Window-dresser and Salesman; studied Part I; Manchester and district preferred; available immediately. "Eclipse," 85 Outgate Road, Rochdale.

ASSISTANT (25), Unqualified; West End, seaside, City; N.H.I.; accurate Dispenser, Window-dressing; London. "C.," 44 Turneville Road, W.14.

CHEMIST-OPTICIAN, married, Qualified, and experienced in all branches, seeks progressive permanency; smart, keen worker; present post Manager 6 years; own Optical Equipment. "Scot," 49 Sandringham Gardeus, North Shields.

DEPARTMENTAL Manager and Buyer (35), with unrivalled record of success, requires executive position where initiative, business acumen and organising ability will be appreciated; last position 7 years, during which time business increased from £5,000 to £32,000 annually; Qualified Chemist and Optician. 133 Moseley Avenue, Coventry.

DISENGAGED.—Emergency Relief in any capacity; thoroughly competent; open to offer; any period. Jaybee, 56 Rudloe Road, Balham, S.W.12.

DISENGAGED.—Qualified (44); Manager or Senior; good all-round experience; references; permanent or locum. Halkes, 56 Weltje Road, Hammersmith.

DISPENSER, gentleman, middle-aged, varied experience, desires engagement; any capacity; any hours; Doctor or Chemist; active; moderate. 65 Cloudeley Road, N.1.

KEEN Unqualified Assistant (23), with 7 years present post, desires permanent change; experienced Counterman, Dispenser; 5 years Window-dressing. "Colley," 30 Marston Street, Willenhall, Staffs.

LADY Dispenser-Bookkeeper (Hall); disengaged; good experience and testimonials; locum or permanency. Wetherall, 24 Hildes Road, Harrow.

LADY Dispenser (Hall Qualification), with knowledge of Book-keeping, seeks position with Doctor or Hospital; some experience; free. 220/2, Office of this Paper.

LADY Pharmacist requires post; part time or locum; free; good general experience; London or near. Apply Pharmacist, 5 Randolph Gardens, N.W.6.

LADY (M.P.S.) desires position in a busy General Hospital; previous experience and good references; age 23; locum or permanency. "Chemist," 49 Kendall Road, Beckenham, Kent.

LADY M.P.S. (27) shortly requires post, London; excellent references; interview when desired. Clarke, 4 Crawford Street, W.1.

LOCUM.—Chemist-Optician (24); hookings one day upwards; any district. C. Ormston, M.P.S., Biggin Hill, Kent (16 miles Victoria).

LOCUM, Qualified; London experience; disengaged; reasonable terms; any period; London, Suburbs, Provinces. Beilby, 48 Lentou Boulevard, Nottingham.

MANCHESTER OR SALFORD.—M.P.S. (37) requires Managerial post; good Dispenser, Counter, Prescriber and Window-dresser; good references; conscientious and abstainer. Tel.: Trafford Park 0765. M.P.S., 247 Regent Road, Salford.

M.P.S., DISENGAGED; middle-aged, active and reliable; £3 10s. to £4; best references. 55 Essex Avenue, Slough, Bucks.

M.P.S. (35), married, desires permanency in London; 6 years' management one position; reliable, trustworthy; moderate salary; free fortnight. 218/6, Office of this Paper.

M.P.S. (23) seeks post as Assistant; Wiltshire or Somerset preferred; well recommended; free at once. 219/53, Office of this Paper.

M.P.S. (23), tall, good references, accurate Dispenser, Counter, Photography, requires part-time, London City preferably, in view of study for Optics; moderate salary. 3 Marine Parade, Southend.

NEAR LONDON.—Qualified Man (31); first-class experience; reliable, adaptable; Manager, Managing Assistant or similar; proved worth and recommended; free soon. Sage, c/o Pharmacy, Long Melford.

PART-TIME Unqualified Assistant (24); in or near London; Pharmacy reter in Chemist and Druggist examination; capable Dispenser, good Window-dresser and Salesman. Law, 21 Tregothnan Road, Stockwell, S.W.9.

PHARMACIST (56); recently retired; locum, part or whole time; Wembley or Harrow district preferred. 20 Sudbury Heights Avenue, Greenford.

QUALIFIED Chemist and Dentist, Registered; 30 years' experience; active, gentlemanly and reliable; London or suburbs. Phone 2393 Enderbrook. Write 64 Edlington Road, Surbiton, Surrey.

QUALIFIED Manager or Assistant (36); locum; experienced City, Suburban, Coastal. "Chemist," 50 Grove Lane, Camberwell, S.E.5. Phone: Rodney 2719.

QUALIFIED, many years' London experience, management, seeks engagement soon. "Pharmacist," 21 Netherfield Road, Upper Tooting, S.W.17.

QUALIFIED; Married, Experienced Senior or Branch Manager; London or South Coast; fortnight's notice. "Bromoform," "Hollywell," Kingston Crescent, Portsmouth.

QUALIFIED (30), as Manager or Assistant; excellent London experience; good Salesman, Prescriber and Window-dresser; whole or part time; disengaged. Lewis, 1 Cambridge Gardens, W.10.

QUALIFIED (24), Assistant or Manager; tall, energetic; excellent London experience; good references; disengaged. Jones, 95 West Side, S.W.4.

QUALIFIED (47); reliable, capable; some years, London, many years' suburban and provincial experience; free about December 7; moderate salary accepted for suitable position; good references. Harris, c/o 850 College Road, Erdington, Birmingham.

QUALIFIED (28) requires progressive position; 12 years' experience, including West End; £250 per annum commence. "Pharmacist," 85 Palmerston Road, S.W.19.

QUALIFIED (28); single; good-class experience; excellent references; capable, energetic, trustworthy; disengaged. 219/7, Office of this Paper.

RETIRED Chemist, active, requires position reasonably near Richmond; temporary or permanent; salary secondary consideration. 212/31, Office of this Paper.

SCOTLAND.—Chemist, with 21 years' experience, desires post as Manager or Assistant with view to succession; will wait for suitable opening. 218/3, Office of this Paper.

TEMPORARY Post until end January wanted by Young Qualified in good-class business. N. Walling, Chemist, Holt, Wrexham.

UNQUALIFIED (23) requires situation, London preferably; experienced; excellent references; will interview. 214/5, Office of this Paper.

YOUNG Unqualified Assistant desires change; 4 years' Counter and Dispensing; Bristol area preferred. 218/15, Office of this Paper.

WHOLESALE.

ADVERTISING.—Experienced Advertising Man, with M.P.S. and good Sales Organising record, seeks progressive post with Manufacturing House. M. Gordon, 65 New Bond Street, W.1.

ASSISTANT, Retail, 8 years' good experience Drugs, Patents, seeks Wholesale situation; Stock-keeper, Packer; London; free in month. 219/35, Office of this Paper.

CHEMIST (25), 8 years' Analytical Laboratory experience Oils, Fats, Soaps, &c., seeks similar position, or would welcome chance of Representation; London preferred. "W.," 48 Dagmar Avenue, Wembley, Middlesex.

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